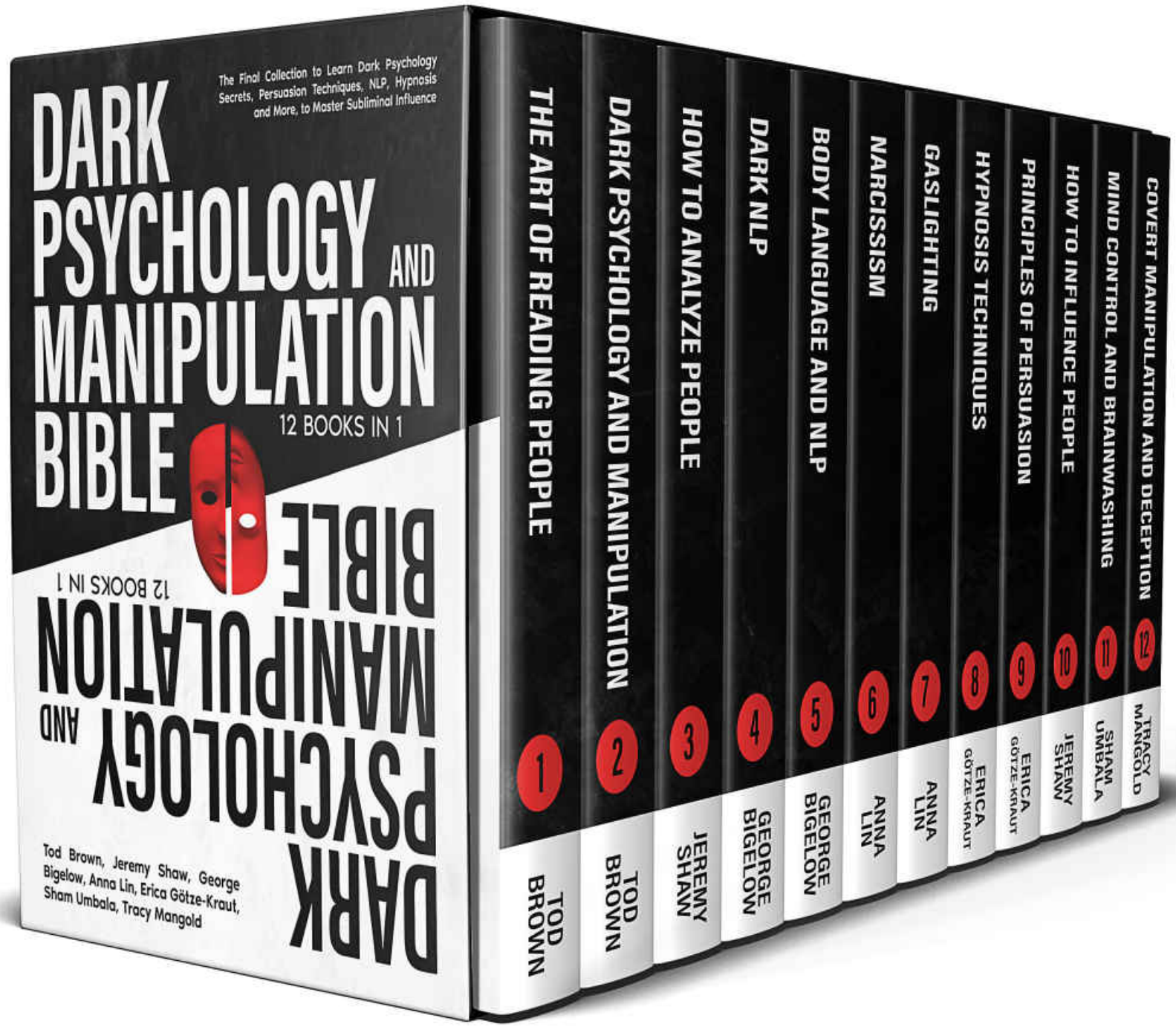
DARK PSYCHOLOGY AND MANIPULATION BIBLE
12 BOOKS IN 1
The Final Collection to Learn Dark Psychology Secrets, Persuasion Techniques, NLP, Hypnosis and More, to Master Subliminal Influence
Tod Brown, Jeremy Shaw, George Bigelow, Anna Lin, Erica Götze-Kraut, Sham Umbala, Tracy Mangold
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THE ART OF READING PEOPLE

Master The Art Of Speed-Reading People Through Behavior And Body Language Analysis

INTRODUCTION

The ability to read and analyze people correctly is a useful skill that can help you maneuver through life and making wise decisions. Indeed, some people are blessed with this trait as a talent. Spend a few minutes with them in a room, and they can read you like a book from cover to cover. If you do not have that talent, you do not have to worry. You can learn it too.

No one is born in the FBI, for example. The recruits are trained, and they learn how to read people. You can learn too. You might not use your skill to foil the next terror attack, but you can use it to prevent subtle acts of personal terrorism in your life.

Life today is complicated. Gone are the good old days when things were easy, and people were comfortable living simple, mundane lives. Today everywhere you go, there is a race going on, and everyone is trying to be the best at something. In most cases, this happens at the expense of someone else.

How well do you know the people close to you? What role do you play in their lives and they in yours? What is your position in your social circle? Analyzing people is more than just looking at them and their body language. It is about awareness. When you become aware of someone's perspective, you get a different view of life. This level of awareness requires that you elevate yourself and exit your perspective and embrace theirs before you decide for them.

Awareness is what draws you closer to people because you get to understand their beliefs, habits, attitudes, fears, thoughts, dislikes, rules, values, and preferences in life. You see them for who they are, not what you think they are. You see someone without the psychological deception that runs in your mind, and you embrace them fully. That is how you establish genuine connections with people.

If you master the skills to read someone by paying attention to the important things they do, which are, in most cases, involuntary actions – you can tell so much about them. You can reveal a part of them that the rest of the world is not aware of. You might not be a psychic or have the power to read minds and predict the future, but you can observe and will be surprised by what you find out about people.

Chapter 1

HOW TO READ PEOPLE

How can you read someone like a book? People are like books and just like the painful case of locating facts and figures in a book – you need to spend a quality amount of time deciphering people's intentions and emotions before actually making final deductions on the types of personalities such persons ‘carry' in themselves. Therefore, personalities are sometimes referred to as carriage, attitude, behavior, pose, and posture.

The concept of personality analysis is mysterious with some vital secrets that you can master to have strong clues on who a person is. However, understanding the characteristics of an individual that surely illuminate the personae you are dealing with, whether he or she is a crush or a professional colleague, is necessary for better and faster comprehension.

You can read people like a book just by viewing and appropriately assessing their behavior, body language, and clothing, respectively.

Reading People Through Their Behavior

Through behavior, everyone manifests deep-seated and intrinsic thoughts and emotions in actions. You cannot give out what you do not have, although lots of people pretend to

be what they are not. Over time, the reality tends to prevail because the truth can never be submerged for long. Most of the time, you can read and detect someone's real character and behavior through a simple smile or laughter. You would be able to know when a person is faking a smile, like if your partner's eyes are not blinking when he or she is smiling with reversed lips. You could be suspicious of their behavior.

You can still read about changes in someone's behavior using the position of their arms when they are talking to you, like the folding of arms and crossing of legs could connote that they are at ease with you. Additionally, emotional traumas and psychological changes in a person could be observed by the pose of the hands and legs too.

Have you met with someone trying to control and influence you with his/her words? That is a sign of a person who desires power. You can predict someone's future actions and determine the motives behind his/her actions and decisions if you can carefully observe and read his/her behavioral trends and attitudes after a while.

Another way to read and decode a person's behavior is by watching to see how they relate to others. Do they always try to mend broken fences between other people? Are they friendly and sociable? When a person exhibits these traits, you can infer that they have a kind and pleasant demeanor.

Reading an individual to understand the quality and standard of their personality is ideal. This will make you know what inspires them in setting achievable standards. Most of the time, they pride themselves on personal achievements instead of collaboration.

Reading People Through Their Body Language

Body language is one of the ways to read and analyze a person's attitudes and behaviors. Reading the movement of a person's eyes can determine the veracity of what one is saying. If the person is avoiding eye contact with your own eyes, scurrying his eyes on you, and staring at you for a long while, these are clues that he may be lying. Also, if your partner is not doing all these things, then he may be telling the truth.

You can read and detect when a person is not serious about your conversations if he/she is always reading messages on his phone and looking at their wristwatch. Paying rapt attention to their jobs instead of focusing on you is another sign that they are not connected with your discussions. Exhibiting these actions can also connote that they are bored with your speech and looking for ways to keep you away.

Allowing your intuition to register and decode the silent and subconscious expressions in a person's mind is one of the best ways to read that person like a book. Sometimes, it comes in a flash of light, but if you do not pick it immediately, you may miss it afterward.

How often does your crush or partner blink their eyes during a meeting? Constant blinking is a sign of uneasiness and jitteriness. Although in most cases, it is one of the

features of attraction and seduction in a person. The human psychological analysis sees it is as a sign of anxiety, fear, and a higher influence for persuasion.

Reading a person's body language is akin to reading a book. Therefore, a quick gaze at a person can tell a lot about the individual. For instance, pursing lips denotes fear, anxiety, or surprise while clenched jaws suggest physical pressure and tensions.

You can know when your partner is stressed and strained if the individual is rubbing the fingers on the head and leaning away from you. Without mincing words, you should understand that when someone starts displaying these traits invariably, he is fatigued and perturbed.

Reading People Through Their Clothing or Appearance

‘Appearance is deceitful' is a wise saying but reading people like a book cannot be overemphasized as another way of determining who a person is or telling about the job or profession an individual is engaged in through his/her appearance by the types of clothing he/she wears. For instance, if someone wears a suit you may say that they are a lawyer or banker, a lab coat suggests that one is a scientist, a uniform connotes military officer or police, overalls splattered by paint means a painter.

You can also tell a person's age through the lines and wrinkles on the face. Looking at the mouth, neck, and eyes, you will see some lines or wrinkles, and that will tell you that such a person is not too young.

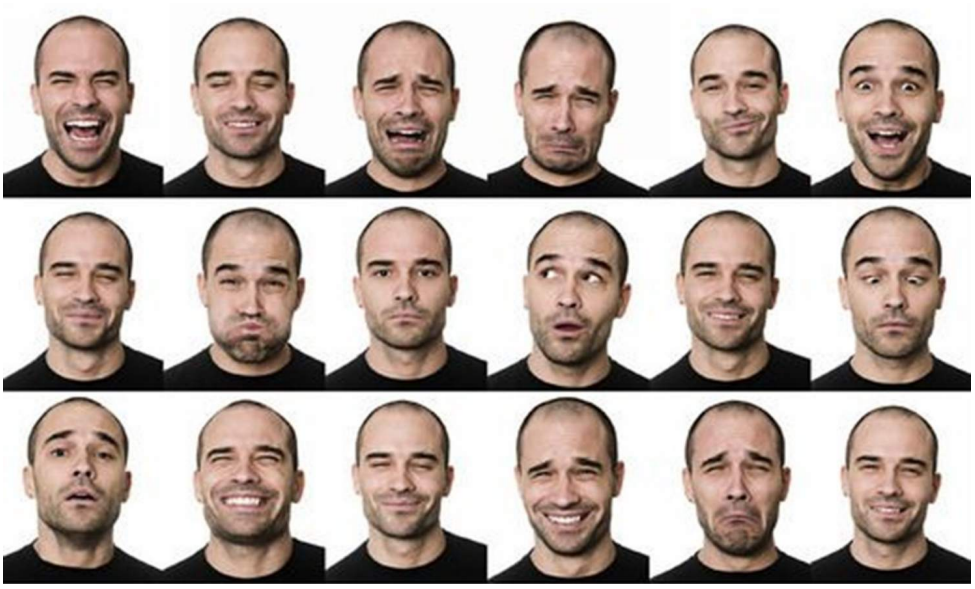
If a person appears with faded clothes, you may conclude that such one is not too affluent, but an appearance on high-quality clothes, designer shoes, and bags, wristwatches, or even having a clean haircut or hairdo can suggest a show of affluence or a desire to be rich.

Furthermore, you can also observe if the individual is a choosy person through his appearance and dressing. Is the person dressed in well-pressed clothes, has a neat haircut, and pays more attention to their debut? Some individuals may choose to be more concerned and detail-oriented about their jobs rather than physical appearances.

Reading a person like a book will help you to know when to engage the person in small talk. Starting discussions in this way will make people open up themselves to chat with you.

Chapter 2

FACIAL SIGNALS



The facial expression, along with the eyes, is one of the most important means to express emotions and moods.

Through knowledge and observation of facial expressions – that is, the moving face and not as a static object, we can get a better understanding of what others communicate to us.

We also make judgments about people's personalities and other traits based on what we see in their faces. For example, people with attractive features are often attributed certain qualities that they may or may not possess.

Although not all message communicated by facial expression is amendable to being consciously noticed by the interlocuter, it is well known that the undetectable movement of others' spoken communication influences our impressions of them.

The Face and First Impressions

In the first meeting between two people, the first five minutes are usually the most critical period. The impressions formed in this short space of time will tend to persist

in the future. This can even be reinforced by subsequent behavior, which is not usually interpreted objectively, but according to those first impressions.

Since the face is one of the first features we notice in a person, it can play a vital role in the process of establishing relationships with others.

In these few minutes, we form opinions about your character, personality, intelligence, temperament, ability to work, personal habits, and even about your convenience as a friend or lover.

Talking To the Face

Together with the eyes, the face is our best means to communicate without words. We use it – and the judgments of others will depend on the clues they get – to indicate how pleased we are as people, to express our current state of mind, to show the attention we pay to others, and so on. However, facial expressions can be used to reinforce the impact of verbal messages, such as when a mother scolds her child, the expression on her face will show if she is really angry.

The main function of the face in body language is the expression of emotions – although other parts of the body also contribute to the use we make of body language, so we should not believe that a message is clear and exclusively transmitted by a single part of the body.

The range of expressions is very wide, but there are a limited number of emotions that most of us can recognize with some reliability.

Paul Ekman and Wallace Friesen, have discovered that there are six main facial expressions:

Smiles

Smiles can be light, normal, and large. They are usually used as a gesture of greeting, to express varying degrees of pleasure, joy, and happiness. Even blind-born children smile when they like something. They are characterized by being beautiful and cheerful. Smiles can also be used to mask other emotions:

- Smile to hide the hardships.
- Smile as a submission response.
- Smile to make stressful situations more bearable.
- Smile to attract the smile of others.
- Smile to relax the tension.
- Smile to hide fear.

Sadness, Disappointment, And Depression

They are distinguished by lack of expression and by features such as the downward inclination of the corners of the mouth, low gaze, and general decay of the factions.

Normally these emotions are accompanied by a low volume of the voice or a slower way of speaking.

Although in most cases they are not very well distinguished from each other, other bodily factors assure us of knowing which emotion is being carried out as:

Sadness

- Eyebrows slightly tilted towards the ears forming a semiarch.
- Shoulders regularly decayed.
- Inclination of the commissures at 45% of their normal range.
- Hands together and face down.
- Disappointment
- Eyebrows not fully inclined.
- Looking back, and down, usually to the left.
- Shoulders slightly down and with the hands at the sides of the body.

Depression

- Normally inclined eyebrows.
- Tilt of the commissures slightly descending.
- Shoulders down.
- Legs and thighs parallel to each other.

But we must remember that each emotion is different according to each individual. Not everyone demonstrates the same factions.

Dislike or Contempt

They express themselves with shrinkage of the eyes and puckering of the mouth. The nose is usually wrinkled, and the head is turned sideways to avoid having to look at the cause of such a reaction. It is the only facial expression that occurs in only part of the face, that is, in the middle of it. One end of the upper lip is lifted while the opposite side is in its original position.

Anger

Anger is often characterized by gazing into the cause of the offense, closed mouth and teeth tightly clenched, and eyes and eyebrows slightly inclined to express anger. Closed hands pressing and containing the feeling can also be seen in a situation of anger.

Fear

Fear is not a unique form of expression that reveals its presence. It can be revealed through very wide eyes, through the open mouth, or by a general tremor that affects the face and the rest of the body.

Interest

It is often detected by what is called a "bird's head", that is, the head tilts a certain angle towards the subject of interest. Other features are eyes more open than normal and mouth slightly open.

Another aspect to consider is the extent to which the complements in nonverbal messages are involved. Because the complements change our appearance, we must consider their effects on the perception that others have of us. From this, it can be deduced that we do not always transmit the nonverbal messages we try to send. The more aware we are of these difficulties of body language, without words, the better we can use it.

Other Information About the Face

Facial expressions, in addition to expressing emotions, also serve as a means of expressing personality, attitudes towards others, sexual attraction and attractiveness, the desire to communicate or initiate an interaction, and the degree of expressiveness during communication.

Women tend to laugh and smile more often than men, which does not have to be due to greater sociability or joy. It may be because they find the situation slightly uncomfortable.

The expression of the face is constantly changing during communication. Among the changes, we can mention the so-called "micro-momentary" facial expressions. As its name indicates, its duration is a fraction of a second and usually reflects the true feelings of a person.

Laughter

Laughter is a response biological produced by the body in response to certain stimuli. The smile is considered a soft and silent form of laughter. There are currently various interpretations about its nature.

The most recent studies, high impact, are made since 1999 by Robert Provine, a neurobiologist of the behavior of the University of Maryland, who said laughter is a "babbling playful, instinctive, contagious, stereotyped and control unconscious, or involuntary – which rarely occurs in solitude". In humans, laughter begins, on average, towards four months of age, and, according to recent scientific studies, it constitutes a form of innate communication inherited from primates and closely related to language.

On the other hand, for other authors, such as Charles R. Gruner, of the University of Georgia (1978), laughter is reminiscent or synonymous with the shout of triumph of the fighter after winning his adversary. Ensures that in all manifestations of humor there is a gesture of aggression, even in the most innocuous cases. According to Gruner, "even an infant laughs, not as a manifestation of thanks, but because he got what he wanted". The philosopher John Morreall (1983) argues that the biological origin of human laughter

could be in a shared expression of relief after passing the danger – the laxity we feel after laughing can help inhibit the aggressive response, turning laughter into a sign of behavior that indicates trust in classmates.

In any case, there is recent research conducted both in orangutans and chimpanzees that suggest that they can laugh, which would make laughter of evolutionary and genetic origin.

It is popularly considered a response to moments or situations of humor, as an external expression of fun, related to joy and happiness. Although laughter, according to numerous studies, such as Robert Provine, is motivated by a comic stimulus in a minority of everyday cases. It usually appears, more or less simulated, as an emotional complement to verbal messages, as well as in situations of stress or playful behaviors such as tickling.

Some medical theories attribute beneficial effects on health and well-being to laughter since it releases endorphins.

Forms Of Laughter

Depending on the force with which it occurs, laughter can vary both in its duration and in its tone and characteristics. Thus, we use different words to describe what we consider different types of laughter such as click, laugh, giggle, contemptuous, desperate, nervous, and equivocal laughter. Other types include caquino, jingle, evil laugh, and hypoid.

Among the emotional cues, the smile is the most contagious of all, and smiling encourages positive feelings. Like the laugh itself, the smile is innate, and deaf and blind children smile. It usually appears at six weeks of life and is the first language of the human being. Initially, it is a physical behavior and gradually evolves into an emotional one. Self-induction of the gesture of smiling can improve our mood. Another property is to induce an increase in the activity of NK cells and thus improve our immune status.

Some studies show that laughter varies by gender – women tend to laugh in a more singing way, while men tend to laugh snorting or growling.

Physiology Of Laughter

It occurs when a stimulus – internal or external – is processed in primary, secondary, and multimodal association areas of the central nervous system. The processing of emotions is carried out in the limbic system, which is probably responsible for the potential motors that characterize laughter, including facial expression and the movements of the muscles that control ventilation and phonation. Once the stimulus has been processed, in addition to the aforementioned automatic motor acts, a generalized

autonomous activation is carried out, which has an exit through several routes, among which are the hypothalamus-pituitary axis and the autonomic nervous system. All these components make up the emotion, a process that involves, when it comes to joy, the motor act called laughter.

There are two structures of the limbic system involved in the production of laughter – the amygdala and the hippocampus.

Some Studies

Laughter can be induced by stimulating the subthalamic nucleus. It has been proven in patients with Parkinson's disease. Recent work by Itzhak Fried et al., from the University of California, has allowed us to locate an area of the brain called a supplementary motor area, which, when stimulated using electrodes, produces the smile and with more intense stimulation, laughing out loud. The supplementary motor area is an area very close to the language area. This mechanism was discovered accidentally while treating a young woman with epilepsy.

Experiments have been conducted to determine exactly in which area the sense of humor resides. In a study, presented in 2000 by scientists at the University of Rochester, volunteers underwent functional magnetic resonance while asking them various questions. They concluded that this characteristic resided in a small region of the frontal lobe. However, another London team performed the same test on individuals who were told jokes, and the results were that the brain area that was activated was the ventral prefrontal cortex along with other regions involved in the language process when the joke's grace resided in a pun.

Medical Perspective

Every day we laugh less. Children 7-10 years laugh around 300 times a day, while adults who still laugh do less than 80 times a day. Some people rarely laugh, and some do not even feel the need to laugh.

Studies since the 1980s by the Psiconeuroinmunólogo Lee S. Berk and colleagues demonstrated over several years the positive effects of laughter:

- Some stress-related indicators decreased during laughter episodes, related to decreased epinephrine and cortisone levels.
- The laughter increased the production of antibodies and the activation of protective cells such as lymphocytes or cytotoxic T lymphocytes, which produce cellular immunity, important to prevent the formation of tumors.
- Cheerful and repetitive laughter or laughter improved mood reduced blood cholesterol levels and regulated blood pressure.

More recently in 2010, Berk has discovered a relationship between laughter and appetite. It was seen that laughter increases appetite analogously to how moderate

physical exercise does. According to these studies, there is simultaneously a reduction in the level of leptin and an increase in ghrelin in the blood.

Other beneficial effects of laughter are as follows:

- Free from fear and anguish.
- It helps to calm the anger.
- It contributes to a change of mental attitude that favors the decrease of diseases.
- It promotes digestion by increasing the contractions of all abdominal muscles.
- It facilitates the evacuation due to the “massage” that it produces on the viscera.
- It increases the heart rate and pulse and, by stimulating the release of “endorphin" hormones, allows them to fulfill one of their important functions, such as maintaining the elasticity of the coronary arteries.
- It decreases the presence of cholesterol in the blood as it amounts to aerobic exercise.
- It helps reduce blood glucose.

Chapter 3

HANDS

The hands come with twenty-seven bones each and are an expressive aspect of our body. They offer us huge capabilities as an advanced species in the way we deal with our surroundings. After the face, the hands are perhaps the best source of body language.

It should be noted that hand gestures vary significantly across cultures and what you deem a normal hand signal in your country could result in you getting arrested in another.

A hand signal could be minor, perhaps trying to betray your subconscious thoughts. It may also be done using both hands while trying to stress a point.

Major Hand Cues

The following are some of the major hand cues in body language:

Holding

- Cupped hands create a container that can hold something softly. Gripped hands can hold something tightly. Hands can hold together or individually. Cupped hands can signify a fragile idea. They can also be utilized for giving.
- Holding oneself can equally be an act of restraint. It can be to allow the other individual to speak. It can also be utilized when the individual is mad, efficiently preventing them from violence.

- The tension of a holding group shows the amount of pressure the individual feels. Folded arms could be relaxed. However, if the hands are holding the opposite arms, it becomes more preventive.
- Holding hands behind you leaves the front open and can display confidence. Hidden hands may also display tension. When a hand holds the other arm, the tighter the grip and higher the hold determine how great the tension is.
- Both hands can display varying desires. For example, one hand creating a fist and the other holding it back shows restraint from punching someone or something else.
- Also, individuals who are being deceptive often try to keep their hands in check. You may get suspicious when they remain still with one often holding the other. Another signal could be holding them behind. These are only likely signals, and you should also watch out for related signs.

Control

- A hand with the palm facing downward may restrain or hold the other person figuratively. It could be an act of authority like, "Stop this instantly!" It could also be a request like, "Please hold on." This also comes up in the leading hand on a top handshake. Palms downward while inclined on a desk usually show dominance.
- An outward-facing palm toward others pushes them away or fends them off in a less subtle method than the palms-down sign.
- A pointing hand or finger informs an individual where to head.

Hiding

- Individuals may hide their hands by placing them in pockets, behind their back, underneath their legs or the table. Hands are frequently used in communication and the hiding of hands may signal a yearning not to collaborate or communicate. They may be saying, "I don't agree with you" or "I don't want to speak to you."
- Individuals may hide their hands as a deliberate sign of disobedience, like putting their hands in their pockets. Liars may keep their hands hidden out of worry that they may expose themselves.
- Hiding hands may also be a way of listening, passing across the message, "I want to listen, not talk."
- Placing hands behind the back or in pockets can also be due to a feeling of relaxation and not wanting to speak.

Finger Signals

Fingers are quite flexible and support subtle signals. Below are a few of these:

Pointer

- A pointing finger signifies direction. For lengthy distances, individuals could point the finger upward in a diagonal manner like shooting an arrow.
- Pointing at others is similar to prodding and is mostly classified as threatening and rude.
- Individuals who are mad tend to point more. This pointing includes at themselves when they feel insulted or hurt and at those they feel are responsible.

Prod

- Prodding can function like a stiletto knife, piercing forward at the other individual. The index finger is typically used, but sometimes the middle finger is utilized. Prodding is usually threatening and taken as a personal attack.
    - The prod can also be used in pointing downward at an item that is not there. It is not as menacing as pointing straight at an individual.

Rudeness

- The middle finger pointing up implies a swear and signifies a penis. In this gesture, the little finger suggests that the other individual has a tiny penis. It is sometimes utilized as a rude sign from a lady to a man.
- The initial two fingers pointing upward while the palm faces toward oneself implies f**k off. On the other hand, the palm facing the other individual connotes peace.

Thumbs-up

- Thumbs-up shows agreement and approval. Thumbs-down shows a lack of consent. When held sideways, it implies uncertainty.
- Thumbs-up when crossing arms or a single handheld across the chest is a subtle approval sign. It can also be a way of inviting others to show that they approve of what you are saying.
- Thumbs that stick out when you place your hands in your pocket are usually an indication of confidence, feeling in control, and relaxed. For this reason, the gesture could be a sign of friendliness and authority.
- In a few cultures, giving a thumbs-up implies sexual interest. In other cultures, it might just be rude.

Other Signals

- Crossed fingers show hope.
- Inspection of fingernails portrays disinterest and boredom.

- Fingers fluttering may portray uncertainty.
- Fidgeting fingers may show tension or boredom.
- Sucking of fingers is a relapse to breastfeeding and childhood. It may also portray feelings of inferiority and timidity.

Basic Interpretations of Handshakes and Hand Gestures

Similar to the way a person writes, the way they shake hands offers a clue to their inner nature. So, if you are aware of what every handshake says about the people with whom you are interacting, you can make good use of this information.

Below are a few kinds of handshakes and what they mean:

Dominance

Dominance is displayed with one hand placed above the other, extended holding, and holding the individual using the other hand.

Affection

Affection is displayed with the duration and speed of the shake, touching using the other hand, and smiling enthusiastically. Affectionate and dominant handshakes are similar and may result in a confusing situation where a dominant individual acts friendly.

Submission

Submission is displayed with a floppy hand, palm up (which may be clammy at times), and a fast withdrawal.

Kinds of Handshakes

Dead Fish

This form of handshake has no energy, no squeeze, no shake, and no pinch. It makes you feel as if you are holding a dead fish as opposed to a hand. This handshake is associated with low self-esteem.

Sweaty Palms

When a person is anxious, their nervous system often gets overactive, which in turn leads to sweaty palms.

The Two-handed Handshake

This handshake is typically common with politicians. It is a form of handshake that brings to mind words like “friendly,” “trustworthy,” “warmth,” and “honest.” If the hand

remains on your hand, the handshake is sincere. But if the hand moves to your arms, wrists, or elbows, they want something from you.

Brush off

This kind of handshake is a fast grasp then a release that seems as if your hand is being pushed aside. The handshake implies that your agenda is not essential.

Controller

If you feel the other person pulling your hand toward him or directing it to another direction or a chair, this kind of person is a controller. It implies that they need to be in control of both animate and inanimate items in the room, including you.

Bone Crusher

This kind of handshake, which has to do with squeezing your hands until you begin cringing, aims to intimidate you. For these individuals, you do not need to pretend to be weak. They might even respond positively if you display your strength.

Finger Vice

When a person grips your fingers as opposed to your whole hand, the aim is to keep you far from them. These individuals are usually secure. If they crush your fingers, they are including a display of personal power aimed to hold you at a distance.

The Top-Handed Shake

As opposed to holding his hand vertically, this shaker does so horizontally so his hand is above yours. This gesture implies he feels he is superior to you.

Lobster Claw

Similar to a lobster claw, the other individual's fingers and thumb touch your palm. This individual is scared of deep connections and may have issues in developing relationships. Give them time and let them open up when they want.

The Pusher

While this individual gives you a handshake, she stretches her arms, so you are unable to get close. This kind of individual requires space and is not allowing you in. You must provide them the emotional and physical space they want if you plan on building a friendship with them.

Chapter 4

LEGS

H ere is a question for you – “Which part of the body do you think will give you an accurate read on a person’s true intentions?” Most people will unequivocally point to the face. Well, they are wrong.

Research shows that the legs are the most honest part of our body. It is a fact that the further away a body part is from the brain, the less awareness we have of what it is doing.

Early in life, we are taught to always put on a brave face, smile, and bear the pain. Perhaps we were taught to smile and show appreciation when our grandma gives us that ugly sweater for Christmas. No offense, Grandma. It is no surprise that we learned to be good at hiding our facial expressions as we grew up.

However, we never learned how to mask our emotions through our legs, and that is why it is not easy to fake our leg movements. For instance, a person can look composed and put on their best poker face while their foot is repeatedly tapping the ground, revealing their frustration at not being able to leave.

Why Are the Legs Accurate Reflections of Our Emotional State?

It all boils down to evolution. Ever since the early men started walking upright, our legs have helped us to run, kick, swivel, jump, and do many activities. Our legs have helped us to serve two main purposes – run away from danger and move forward to get food. In other words, our legs are hardwired to go after what we want and move away from what we do not want.

The legs show a person's willingness to stay in a conversation or leave. Leg movements are noticeable in children since they have an unbridled emotional state. Let us take a look at one of the basic scenarios of how the legs betray our emotional state.

A few years ago, there was a poker tournament on TV. I saw this guy deal a powerful hand. Underneath the table, his feet were bouncing and wiggling like a little child going on a vacation. Above the table, he put on a stoic "poker face." The other players who could not see the excited movements of his legs under the table called his bet and lost their money to him.

We often do not pay attention to the feet when observing others. What we fail to realize is emotion is revealed through our leg movements.

From the stance of an angry person to the shy feet of a child meeting strangers to the nervous pacing of a father as he waits in the delivery room, all these signals reveal our emotional state and help us to observe them in others.

So, if you want to decode the world around you, watch the feet of others. Let us examine the significant nonverbal signals of the feet and legs.

Excited Feet Displays

An example of this is a poker tournament where one of the players was able to mask his facial expression yet could not stop the wiggling and bouncing off his legs in excitement. This nonverbal gesture can be called the excited feet display.

People display this leg movement when they have heard or seen something that positively affects them. It is a solid signal that the person feels he is in an advantageous position to get what he wants from the other person.

So how can you detect an excited foot since it is inappropriate for you to look under the table? Before I answer that, it is paramount to know that not every excited foot display represents excitement or happiness.

Sometimes, it is a sign of nervousness or impatience. It is a sign of happiness or excitement if the intensity of the leg movements increases after the person hears positive news.

The Leg-Shift Display

We turn toward things we like and find agreeable and move away from things we find disagreeable. You can use this information to see whether others are happy to see you or

not.

Here is a simple test to carry out – walk toward two people engaged in a conversation. Mind you, ensure these are individuals you have met before. So, walk up to them and say, "Hi." At this moment, you are not sure if they want your company. How can you know their true feelings toward your company? By examining their feet and body behavior.

If they move their torso along with their feet to face you, then your company is welcome. Though, if they only swivel their hips to say hello without pointing their feet toward you, then they would rather be left alone.

This behavior is also important in conversations. When a person turns his feet away from you toward the exit, it is a sign of disengagement, a desire to move away from the conversation. When someone shifts their feet away from you, it can be a sign that the person does not want to be around you anymore. Perhaps you might have said something annoying or disagreeable.

The Knee-Clasp Display

This is also another leg movement that shows someone is ready to leave or end the conversation. It is a sitting position that involves a forward lean of the torso followed by placing both hands on the knee in a knee clasp. When you see this display in someone, it is a sign that they are ready to conclude the meeting and leave. Always take note of this cue, especially when it is coming from a superior.

The Gravity-Defying Leg Display

We have examined the nonverbal cues people give off when they do not want to stay around you. How can we use the nonverbal signals of the legs to detect when someone is excited to see us? I'm sure you probably think it is easy to detect that. Well, let me ask you a question – what if the person does not want you to know how excited he is about seeing you or about a prospect?

Some people do not always show it in their facial features when they are excited to see you. Rather, they exhibit certain gravity-defying leg gestures that reveal their true intentions. These gravity-defying feature includes rocking up and down the balls of your feet. Sometimes, it includes walking with a spring in your step.

They might point their toes skyward while the heel of the foot remains on the ground.

Here is an interesting note – people with clinical depression rarely exhibit this nonverbal clue.

Territorial Leg Displays

Before we discuss the leg display gesture and other types of dominant leg displays, I believe we need to understand the importance of personal space. We need to know why the more assured or superior we think we are, the more territory we tend to claim for ourselves.

This leads us to the work of Edward Hall, who studied the importance of personal space in humans and animals. He discovered that the more personal space one demanded, the more self-confident and assured the person is of their status. Therefore, CEOs and higher-ups can claim greater space for themselves.

For the rest of us, we are very protective of our personal space, and we do not like it when people stand too close. The brain releases negative limbic reactions when someone invades your personal space. So, keep this in mind when someone stands too close to you or vice versa.

The Leg-Splay Territorial Display

The leg splay is one of the most unmistakable and easily spotted dominant leg behaviors. People become territorial when they feel threatened or when they want to threaten others. This leg behavior involves spreading your legs far apart as a way of showing masculinity and authority. It is no surprise that law enforcement officers assume this position a lot in the presence of criminals and other officers.

The leg-splay behavior sends a strong message to the astute observer that there are issues to solve or there is a potential for trouble.

Defensive-Leg Displays

Crossed-Leg Display

We are going to examine the importance of the crossed-leg position and how it complements the crossed-arm position in giving off a defensive front. Here is an example to better illustrate this defensive position.

There was a conference involving two groups of people, group A and group B, having contrasting opinions about a matter. When a representative from group A took the stage to address the issue, all the people in group B, as if controlled by a puppet, assumed the crossed-arm and crossed-leg positions. By unconsciously doing this, group B was not buying into what the speaker from the other group was saying.

Therefore, if you are trying to persuade someone who assumes this leg position, you have to get them to uncross. You can achieve this by inviting them to sit beside you or give them something to hold like a brochure.

The Ankle Lock

This is a favorite position most people assume when they are in a dental seat, waiting for the dentist to get the work done. Most people also take this position at the start of an interview. Why? This leg behavior stems from fear, guilt, and uncertainty. Generally, the ankle-lock position means crossing your legs at the ankle.

In males, there is usually a clenched fist resting on the knees or hands tightly gripping the arms of a chair.

The female version is a bit different. The knees are held together, and the arms are gently placed side by side on the legs. Most times, this gesture reveals that the person is holding back a negative emotion, such as fear or uncertainty. Interviewees also assume this position when they are uncomfortable. To break the "ice" and get them to open up, you need to make them relax and break the ankle lock.

Sometimes, people might take the ankle lock a bit further, and this time around, they lock their ankles around the chair while gripping the armrest of a chair tightly. This behavior reveals that something is troubling the person. In this case, you can also look out for clusters that reveal the same emotion as the ankle lock. For instance, an individual who locks his ankle around the chair is likely to move his hands along his legs as a pacifying behavior.

An individual might move their feet from the front of the chair to under the chair. This withdrawing signal is an indication of rising stress levels. Over the years, I have concluded that people will often withdraw their feet underneath the chair when a high-stress question is asked. To the observant investigator or interviewer, this is a sign that the question evokes discomfort in the respondent, and they can decide to press further toward that line of inquiry. As the subject changes, the person will gradually withdraw the feet from underneath the chair in response to the limbic brain's relief that the question is changed.

When utilized properly, these nonverbal cues can help you get a better read on people in all manner of settings. When you merge your knowledge of the nonverbals of the legs and feet with signals from other parts of the body, then you become adept at understanding what people are feeling and thinking, and you can guess their next course of action. Therefore, let us turn our attention to the nonverbal signals of the hands and feet.

Chapter5

OTHER BODY LANGUAGE CUES

Aside from the specific gestures and particular body movements, you also want to start creating a baseline that helps you analyze the cues the body is communicating as a whole. There is always general non-verbal communication being transmitted when you observe a person. For example, you might notice how animated, edgy, calm, poised, or stoic the person in front of you might appear. He or she might be expressing a sense of vibrant energy and seem very upbeat and happy, or they might be cumbersome and dull. In this chapter, we want to address some of the more prominent body movements and what they indicate to help you read people more accurately.

The Chest

- Chest protrusion can be considered a sexual or aggressive body language posture. Men do it to appear more dominant, which is meant to repel other aggressive men and attract members of the opposite sex. When women do it, they usually want to

draw attention to their breasts, making them appear large so they can attract the attention of men.

- Chest puffing occurs when a person inhales deeply and expands the lungs, so they appear larger and more dominant. Mostly a very male body posture. You can read this as a sign of conflict arising. Often when a guy does this, he also arches his back and holds his head up in an exaggerated form to amplify the puffed-up chest.

The Shoulder

- Shoulder embrace usually occurs between adult men or between mother and her child and is generally non-sexual. Read it as a non-verbal sign of affection where the arms are put around another's shoulder.
- Shoulder shrugs or a shoulder rise are usually an expression of uncertainty or doubt. You can read it as a sign of indifference, resignation, helplessness, or even ignorance depending on the context. The person will move his or her shoulders upward toward the ears.

The Hips

- The hip tilt is a female move. A woman will slouch to one side forcing her hips to emphasize her curves. It is a simple way of drawing attention to her genitals. In the fashion world, you see it a lot, and perhaps the more exaggerated version known as the catwalk is all meant to draw the eye to the beaconing genital region.
- Hip embrace is when two people (usual lovers) walk side by side with their arms around the hips of the other. Read it as a sharp display of intimacy.

The Torso

- Torso shield is when a person uses their arm or an object to shield their chest area to protect it from a perceived threat. This can be subtle in the form of holding a drink across the body, playing with their tie or cufflink, or it can be more obvious as a full arm cross. Read it as an expression that the other person is protecting himself or herself from something, and they have a difference of opinion.
- Torso splay is a dominant body posture in which the person lies back in a comfortable position with the chest puffed out and open, almost challenging an attack. Read it as a sign of high comfort and the person communicating to you that they feel in charge of the situation.

Expressing Yourself with Body Posture

Did you know that you express yourself daily using your body posture? Posture is the way you hold your body during movement and while at rest. There are two main types

of body posture that you need to become aware of. Dynamic and static body posture. Let us take a closer look at each.

Dynamic Posture

It refers to how the body is aligned during activity or movement. Generally, this involves moving the whole body in a particular way. With dynamic posture, we want to make sure we move lightly, and the knees are slightly bent, the senses and mind are engaged, etc. Movement such as walking, running, jumping, dancing, and so on are all forms of dynamic posture. Our bodies are highly adaptable, and they are ever looking for the path of least resistance, which is why poor posture is terrible because it inevitably becomes the default setting, which eventually leads to decreased flexibility, performance, and lots of unnecessary aches.

Static Posture

Static posture refers to how your body is aligned when stationary or when standing. Spend the next week observing how you stand. Keep a mirror in all the rooms where you frequently stand so you can see yourself. Are your shoulders rounded, level, or elevated? What about your head? Do your knees track over the second and third toes? You want to make sure your body can hold itself up with the least amount of energy yet maintaining proper form.

The key to good posture, whether it is dynamic or static, is the position of your spine. There are three natural curves you want to become more familiar with. These are the neck, the mid-back, and the low back curve. Good posture is about maintaining these curves, not increasing or decreasing them. How can you do this? Make sure your head is always above your shoulders, and the top of your shoulder is over your hips. In our modern society, given the fact that we spend so much time sitting behind a desk or typing on a computer, you need to keep doing some check-ins throughout the day to ensure you are maintaining good posture. If you carry around heavy bags or lift heavy things often, then you also need to keep reinforcing the right alignment because these activities often through off our alignment.

The Two Forms of Non-Verbal Posture

When reading body language, either your own or another person's, the two primary signals you might receive are open or closed. Open means the person is not defensive and is more willing and open to interacting. The closed posture means the opposite, of course. To a certain degree, the posture form you read in a person can tell you how confident they are and how receptive they are likely to be if you interacted. For example, imagine walking up to two strangers, both sitting at a table because you needed directions to the bathroom. One had their arms crossed, and he was hunched

over while the other sat with an open chest, head level, shoulders, and faced relaxed. Who would you talk to first?

Anytime you interact with someone or if you are about to interact with a person, take a moment to read the form they have. They will either be transmitting a closed or open posture.

Closed Posture

Whether the trunk of the body is left open and exposed. That usually indicates the person is very open to interacting and friendly.

Open Posture

Where the trunk of the body is hidden in the form of crossing arms and legs or hunching forward. That usually means the person is not that friendly, is not willing to engage, and might be anxious or even hostile.

Notice how much easier it feels to walk up and interact with people who carry themselves in an open posture. Most of the "cool guys" tend to carry themselves in a way that makes them look "open" like you need to be around them. Observe how many people around you, especially the ones you like are communicating this form of posture. Even when you want to approach someone you feel attracted to, it will be more comforting, and you will have more confidence when the person looks open instead of closed. Now that you have this awareness, pay more attention to the form of non-verbal posture, you transmit when interacting with others in social settings.

Chapter 6

TIPS FOR SPEED-READING PEOPLE

Speed reading is a technique that seeks to increase the reading speed without compromising understanding and retention of information. There are several different speed-reading methods for both books and online texts, and they all aim to read as well as faster.

Check out this step-by-step guide and learn how to enhance your speed-reading skills!

Train Your Eyes to Make Bigger Jumps

Do you know how the movement of your eyes works while reading? It is a jumping move. Your eyes pin one point on the line and then jump to the next.

The higher this leap, the more proficient is your reading. Beginner readers, like children, skip only one word at a time and therefore take longer to finish each line. Therefore, the first step of speed reading is to train eye movement so that it is wider.

Go Straight Ahead

The second step is to control that anxiety, that sense of obligation to understand 100% of the text. We are going to take this up further but know that 80% understanding is an

excellent goal.

After all, re-reading can take a long time – and that is precisely what we are trying to avoid.

In addition, you can fully understand the general idea of a text, even though some excerpts are more confusing. Then, after finishing the text, resume only the parts where you have doubts. But if you stop and go back constantly, you will never finish reading.

Another important tip is to not interrupt the reading to check the dictionary. If you are very curious about the meaning of a word, write it down to check later. However, do not abandon the text to browse the dictionary because when you return, it will take you even longer to resume reading.

In the meantime, try to understand the term by context – you may not absorb the exact meaning of the word, but it will be enough to understand the message the author wanted to convey.

Stop Speaking the Words

The third step is to eliminate a negative practice that is a habit of many people such as pronouncing the words as they read, either loudly or mentally.

This habit prevents the development of speed reading because it means that you will read word for word.

The speed slows down and as incredible as it may seem, the capacity for understanding as well. Because your brain will be busy with pronunciation, you will not be able to concentrate on interpreting what you are reading. The result is that you will have to reread the same stretch several times.

If you are too accustomed to pronouncing as you read, losing this habit can be a difficult and time-consuming process. An interesting tip is to put a pencil in your mouth as you read. With a little practice, you will lose this "craze" and see how it improves your reading time.

Use Skimming Technique

The fourth step is "skimming." This is a well-known technique for Instrumental English, but it is also useful for speed reading in any language.

Skimming consists basically of looking quickly through a text to extract basic information – index, title, author, date of publication, main subject, subtopics developed, graphics and images.

This technique is useful for you to quickly evaluate any text and then set whether to devote more time to a full reading.

If you are researching on a specific subject, for example, skimming will allow you to identify whether a particular article or book has relevant information about the subject. In addition, you will find the excerpts that interest you more easily.

Use The Scanning Technique

The fifth step, "scanning," is another technique used in English Instrumental. It consists basically of looking at the text to identify keywords, which in this case are relevant terms, related to the information you want to extract from that content.

Suppose you are reading a twenty-page article on People Management, but the subject that matters to you is Productivity. In that case, you do not have to read all twenty pages – which will certainly tell you about various other issues that are not important to you right now.

Instead, just look through the article for terms directly related to productivity, such as "time," "organization," "concentration," and so on. When you find one of these terms, you just need to read that passage. Thus, you quickly get information that is of interest to you and "skip" the rest.

Monitor Your Performance

Once you incorporate what you have learned in the first five steps, the evolution of your speed reading will depend on practice. But to see if it is working, you need to keep track of your progress.

So, the sixth step is picking up a timer and monitoring how many words you read per minute. As a reference, keep in mind that a typical reader reads, on average, 150 words per minute. Meanwhile, a good speed-reading practitioner can read up to 800 words per minute.

But do not just monitor speed. Consider, also, the use of reading, that is, how much you can understand the text without having to return to it a second time. Your goal should be an average of 80% utilization.

Remember that there is no point in speeding up reading, and thereby lessening the understanding of what has been read, as the re-reading also represents a waste of time.

Train Your Focusing Ability

Now that we have covered the best strategies for speed reading itself, let us take a few tips that will enhance your reading experience as a whole and as a result, help you absorb more information in less time.

The ability to stay focused while reading is critical to being productive and not wasting time. The deeper you "plunge" into the text, the better you understand what the author wrote.

What happens, then, if you go to every two paragraphs to check the notifications on your cell phone? The experience will be interrupted and continually resumed, which diminishes your ability to comprehend and thus takes you to take more time to understand what is read.

In this way, you waste twice as much time – the extra time it takes to understand what you read, and the precious minutes wasted with distractions such as smartphones, computers, social networks, etc.

If you often suffer from it, the key is to turn productivity into a habit. To do so, when you read, keep the distractions away. This means not leaving the phone nearby, not keeping the computer by your side, and, if possible, turning off the internet or at least placing your devices in airplane mode.

This time is for you to dedicate to the text and nothing else! The more you can focus on reading, the better your ability to practice speed reading.

Find A Quiet Place to Do Your Reading

The place you choose to do your readings also greatly influences the speed and dynamism of the activity – something very connected to the danger represented by the distractions, as we just mentioned.

Noise from traffic, from work, from an establishment – such as a bar, and even from music can disturb your ability to concentrate, making you frequently "quit" reading. Also, if you are reading in an environment with other people, you will be directly interrupted if they speak to you, even if it is a quick dialogue.

Aside from being silent, it is also important that the chosen corner for reading is comfortable. When you are comfortable reading, it is much easier to indulge in the text and devote your full attention to it. And if you have a special space where you like to read, another advantage is that this will make it easier to establish reading as an integral part of your routine.

Do Not Insist When You Are Tired

You may have heard that it is not very productive for a student to spend the night studying for a test that will be given the next day. At that point, the desperation of a few extra hours of study is no longer as important as the rest, which will allow more focus and better memory for the student during the test.

When we are tired, regardless of whether the exhaustion reaches our site and/or head, our ability to concentrate decreases dramatically. You will find yourself having to read and reread the same passage several times, and of course, it takes much longer to read each line.

And the worst part is that the next day you can pick up the text and realize you cannot remember much of anything you read the night before. This is because a tired brain also decreases its ability to retain information.

So, an important point of speed reading is to know the time to stop.

Read Whenever You Can

What the reader does not like to sit in their favorite armchair and deliver hours and hours to a book or even a relevant and high-quality text? However, as you well know, this is not always (or rather, rarely!) possible.

Does this mean, then, that you are bound to a routine? Of course not! It turns out you do not have to self-punch yourself for not being able to devote several hours of each day to reading.

Start enjoying every free minute, especially with regards to idle time spent in queues, waiting rooms, or on public transportation, for example. And how about going a little early to bed, every night, and reading before bed?

A block of fifteen or twenty minutes in which you would do nothing when dedicated to reading becomes time well spent. With this, you advance much faster in your readings, although you cannot read much each day. Another advantage is that this will help you build the daily habit of reading - and, who knows, it will even encourage you to separate a few hours of your day into the activity.

Do you already practice speed reading? What are your speed and reading achievement? If you have not yet reached the goals proposed here, do not worry. Reading is a habit you cannot be afraid to develop, and the benefits are gigantic.

Keep in mind, however, that the tendency is to improve your vocabulary with constant reading. And with a complete vocabulary, you will have more and more facilities to read and understand longer texts.

Essential Tips You Should Know About Speed Reading

Learn how to read more quickly by ensuring that all the content you learn is not lost in your mind after a few days.

Answer quickly! Do you read fast or slow? Have you ever tried to calculate your reading speed? By chance, have you heard of dynamic reading?

If not, you should. Well, if you love reading or even depending on it for studies, this advanced reading mode could help you a lot!

Dynamic reading is a faster type of reading which makes you read a lot in a short time. You may be thinking – reading fast is easy, but you cannot memorize it that way. Therefore, dynamic reading ensures this without impairing its ability to absorb content.

We have prepared some essential tips for you to start increasing your reading speed.

Understand that there are different types of reading speed. There are some reading differences that you may not know about, and it is important to know. As we said, a more agile and concentrated reading reduces the time needed for learning. Therefore, it optimizes productivity and ensures that all content learned is not lost in your mind after a few days.

This is essential for students, contestants, or even law and medical market professionals who need to read constantly. But this is not restricted to a group of people. Dynamic reading can help someone who already has a habit of reading to make you a reader with an even greater repertoire.

It must be understood that dynamic reading has two fundamental factors. These include content speed and retention. In short, reading too slowly can hinder the progress of any reading, or study. Just like reading too fast and not understanding the subject is not good either.

Therefore, it is essential to find a balance by reading at a fast speed that does not detract from the retention of information.

Valuable tips for anyone who wants to start dynamic reading!

- Start slowly. Read every 15 minutes free!
- Subtract only minutes from your daily activities to read.
- Walk around with a book in hand and use short spaces of time to read.
- Read for 20 minutes while waiting for dinner to be ready in the oven.
- Read while waiting for the bus to work and if possible, even within driving.

With time and practice, dynamic reading will already be in your effortlessly!

Chapter 7

HOW TO BE A BETTER READER?

Reading other people is not all about what you can do for yourself. It is also about what you can do for other people. You will learn how to set people at their ease, tell when they need something that they cannot or would not tell you about, and, perhaps most importantly, how to understand them and their needs, hopes, and desires. There is no greater gift you can offer to another human being than understanding and accepting of who they are and willing to provide what they are looking for.

Free Your Judgment

Many things can cloud your judgment when reading people. Biases, intimidation, and sexual attraction are just some of the things that can make you choose to ignore your gut and misread someone. You may think that someone's harsh actions are admirable if you admire the person, while their actions would appear despicable if you did not admire them. Do not let anything cloud your judgment.

Men are more likely to judge pretty young women less harshly. They let pretty young women get away with disrespectful behavior in hopes of winning their favor. If you are attracted to someone, you are more likely to ignore red flags about the person. Try to

look past sexual attraction. Understand that there are plenty of attractive people in the world, so fixating on one person's attractiveness is not necessary. You just need to view an attractive person more objectively. Try to focus on his or her character as a separate thing from his or her looks.

Status or certain jobs can also make you admire someone. But understand that someone is not perfect just because of his or her status. Do not let someone's status intimidate you or bamboozle you. They probably got to where they are today by being cruel to others. Read their character separately from their status or work.

Being in your emotional funk can distort your judgment, too. When you are emotionally down, you may be harsher to judge others in your state of bitterness. You may also be more vulnerable to kind actions from others. Unfortunately, manipulators are great at spotting when you are upset and offering a kind action to gain favor with you. Do not let your emotional state make you vulnerable in judgment.

Emotional wounds can make it hard for you to trust people. This is especially true after you have been through a divorce or bad break-up. As a result, you might judge the gender that you are attracted to unfairly. You may instantly dislike all people of that gender. Do not be so quick to write off people that you do not know. Use your scars as lessons to read people who remind you of those that have hurt you in the past, but do not make the mistake of thinking that the entire gender is bad. Give individuals a chance. Try to read them, for who they are, not who your ex was.

Don't Just Base It Off of Behavior

Many people make the mistake of trying to read people off of behavior alone. But often behavior offers an incomplete and inaccurate picture. You must consider someone's biases, mood, and even the context of the situation. Often, you cannot know all of this information, so do not even attempt to read someone based on behavior alone.

Sometimes the behavior is inaccurate because it is fake. Many people are great at creating a façade. They appear normal and upstanding while hiding their horrendous internal flaws. Think of most serial killers. Often they go to work, keep nice houses, and look like totally normal people. The world is shocked when they are finally caught with a basement full of hacked-up bodies and torture devices. Sexual deviants who get caught watching child porn are often politicians and businessmen with great jobs and normal outside appearances. While these examples are extreme, many people are adept at hiding their bad personalities under totally normal behavior. Therefore, you cannot base judgments on the outward behavior of others, as this behavior can be faked and misleading.

Create a Baseline

Try to gauge a baseline of someone's normal behavior. Watch for unusual mannerisms that a person often displays. Quirks and habits that you frequently observe in someone over time form the person's baseline. A baseline does not take long to form once you become more adept at reading people with practice. FBI profilers will usually gather this information within the first fifteen seconds of meeting a person.

From this baseline, you can tell when someone is behaving abnormally. When someone is behaving abnormally, you can determine that something is going on. Perhaps the person is lying or is upset about something.

It is difficult to start a baseline on someone if you do not have a chance to observe him over some time and you are not yet adept at reading people in just a few seconds. Therefore, it is a good idea to watch for really odd behavior. Behavior that stands out as unusual may be a quirk or it may be a sign of something more ominous, such as deception. You may want to ask other people who know the person well if this behavior is normal for him. If you cannot do that, then you simply must rely on your gut. But do not rely too much on behavior to form judgments about people.

You can start a baseline just by asking someone how they are doing today. Watch how the person reacts. From there, you can determine what his or her normal mannerisms are. The more you talk, the more you can gather about the person's baseline. Does his eye tic often? Does he often gesticulate with his hands? Does he stutter normally, or is he normally articulate? Also, gauge the speed with which he speaks in normal conversation and the tone and pitch of his voice.

You must establish a baseline to tell when someone is behaving inconsistently. In addition, a baseline lets you know how a person is in normal settings. If a person is typically nervous, you can decide if you want to be around someone who is frequently nervous and therefore probably insecure with social anxiety. If a person is typically rude and blunt, you can determine if you want to deal with that kind of behavior in the future.

Infer Things from the Initial Reaction

Of course, strangers tend to be tense in their initial behavior toward you because they do not know you well. But a person's initial reaction to you indicates a lot of information about how he feels about himself and how he feels about other people. This initial reaction shows the hang-ups he may have and the guard that he puts up to protect himself or the façade that he erects to charm people that he meets for the first time. As a result, this reaction says a lot about who he is as a person and the things that you may expect from him as you get to know him better.

If he is initially rude, for instance, he may thaw and become nicer toward you, but you know that at heart he has his guard up against new people. You can then wonder why he

has his guard up. He is probably a sensitive and insecure person with a lot of emotional baggage – he feels that he has to act tough and careless to avoid getting hurt.

Particularly articulate and charming people usually have a lot to hide. They are great at being around people and hiding who they are. They have designed behavior that is intended to hook people. Very charming behavior is often indicative of manipulative and deceptive personalities.

An overly nervous person usually has social anxiety and is rife with insecurities. This person will probably get more comfortable with you over time. However, you may want to avoid trusting him too much. As a general rule, insecure people are not reliable and will act in ways that are not always appropriate. Insecure people tend to have trust issues and they will act out in ways that are hurtful because they believe that they are not good enough. You are not responsible for the insecurities of another person, so do not allow such a person to burden you with his problems and doubts.

A person who acts too calm is probably also a sufferer of social anxiety. However, he is adept at projecting calmness to hide how nervous he is. Become suspicious of people who are just "too chill."

Also, watch for people who only want to talk about themselves. People who are obsessed with themselves and do not even try to ask you questions about themselves are typically very selfish. This behavior will not change with time.

Another behavior that will not change with time is someone negative, even on your first meeting. People like this are very toxic and will simply try to drag you down.

A person who talks about others shamelessly when he first meets you is also probably a chronic gossip. It is not normal for someone to start gossiping when he first meets you.

Positivity and enthusiasm are great signs in a person that you have just met. However, if someone talks too much of a big game and brags overly much, you can assume that this person is trying to impress you or even make up for something that he feels that he is lacking. Mild positivity and enthusiasm are a great sign but being overly enthusiastic is not.

Confidence and assurance of oneself is a good sign in a stranger. A person who is willing to introduce himself to you, look you in the eye, and talk to you is usually secure in himself. He has developed good social skills and hence might be a more sensitive friend, lover, or work associate. While you want to be wary of people who are too smooth and charming, someone who acts normal yet confident is usually a good person to know.

Ask Pointed Questions

If you want to get to know someone, feel free to ask him questions about himself. He will probably volunteer a lot of the information that you want to know. You do not even

have to ask him things to find out a lot of information about who he is as a person, what he likes, and what he is looking for from his association with you. This is why you should be a good listener.

But if he does not volunteer what you want to know, then ask. It is best to ask pointed questions and not be vague. If you are vague, you run the risk of miscommunication. As an adult, there is no use or time for games anymore. You know that you cannot be a mind reader, and neither can anyone else. So, ask what you want to know without shame.

You do not want to appear like you are interrogating someone. Asking rapid-fire questions can put a person off. Asking overly personal questions about someone's life, family, or personality is also off-putting. But do not be afraid to ask general, socially acceptable questions whenever there is a break in the conversation.

Monitor a person in how he answers your questions. Since you have already more or less established a good baseline, you can tell when there are inconsistencies in his responses. If his gestures, tone, pitch, or eye contact suddenly shifts away from his baseline, then you can tell that he is not being truthful or that a question makes him uncomfortable for some reason. You can change the subject or pursue it more, depending on your goal in communication with him.

Word Choice is Important

How a person talks indicate a lot about what he is feeling and thinking. Listen for keywords that indicate his intentions and his basic state of mind. The words that he chooses say a lot about how he is as a human being and what he is feeling at the moment. If you are meeting someone for the first time, remember that the initial meeting speaks volumes about who a person is inside. How he chooses to speak to you right off the bat indicates a lot about who he is generally.

Someone who uses very harsh, aggressive language is an aggressive person, or else he is currently in an angry mood. You never want someone to show you anger when you first meet – this indicates that the person may have an anger management problem.

Someone who uses very vague wording is possibly passive-aggressive and trying to skirt around a hard subject. This type of person is not able to be direct. Expect games and behavior like shirking responsibility. If this person wrongs you, he will probably never admit to it and apologize. If he has a problem with you, he will probably never tell you to your face, but rather will hint about it or tell everyone else how he feels except for you.

Another troubling sign is when someone repeatedly says sorry or seems to take the blame for things. This type of person is very sinecure and blames him for everything.

Someone who uses conceited language, such as bragging about how he just won "another" award, indicates how proud he is of himself. Watch for people who brag too

much about themselves. These people are usually narcissistic and egotistical or else they are overcompensating for feelings of inadequacy.

A person who uses very critical language is probably an overly judgmental person or a perfectionist. Watch for someone who nitpicks everything. This is a trait that will not lessen with time. If anything, it will only grow worse with time.

Most people use “I” terms more frequently than any other. This is not a troubling sign, but someone who uses more “we” terms is a better team player who is looking to collaborate with you. Someone who uses more “you” terms is focused on you. This can be a great sign that someone is focused on pleasing you and getting to know you, or else it can be a worrisome sign that someone is trying to manipulate you. Watch for other word choices to tell the difference. If someone is asking you about what you like or who you are, then that is usually a sign that he wants to get to know you or find out how to best please you. This is a great sign on a date, a new friend, or a person that you are thinking about hiring for a service. But if he seems to be fishing for pertinent information with overly personal questions, if he keeps trying to find ways that he can commiserate with you so that you will confide in him, or if he is using fancy language and flattery to make you feel ingratiated and charmed by him, then that is a bad sign that he is trying to get an emotional hook into you to manipulate you.

A good sign that someone is being shifty is vague language. Someone who refuses to answer yes or no questions is probably lying. Someone who uses confusing language is probably deliberately creating a sort of mirage of vagueness to hide something.

Chapter 8

READING PEOPLE THROUGH THEIR PHOTOGRAPHS

There are no escaping people's pictures in the age of a constantly buzzing social media feed. Like it or hate it, people are going to pictures of themselves. However, the good news from the perspective of a person analyzer is you can gather plenty of clues for speed-reading people even before you meet them simply by learning to read their photographs.

Imagine gaining some clues about a prospective employee before they come down for a face or face interview or learning more about a client before negotiating an important deal with them. How about picking the right date by gather insights about his or her personality through their social media images? Every image of a person holds a fascinating amount of information, meaning, and an indication of his or her emotional state. We only have to be perceptive enough to watch out for these clues. Sometimes, we are so overcome by the aesthetics of the image or the photography that we completely miss the emotions behind the image.

This chapter attempts to offer you some insights into how people's photographs can be used for interpreting their values, personality, and behavioral traits. There are some obvious and some subtle pointers about decoding an individual's personality through their photos. You will learn to find more meaning and context within the images rather than viewing them as random shots.

Do Not Rush

Since photographs capture moments where time freezes, you need to study the image carefully to avoid any biases or inaccurate readings about something that may have happened in a microsecond. This may be contrary to the fast-speed, short span of attention, limited energy, and multi-tasking disposition we display. Hit the brain's pause button, do some deep breathing and get yourself into slow motion before you begin analyzing people through their images. You need to approach the art of analyzing people with both curiosity and compassion.

Do not leave out any details Look at the entire image. What is it that holds your attention when you first look at the picture? What are the conspicuous aspects of the image? Slowly move your attention and awareness to the other parts of the images. Look at it from different angles and perspectives.

Pull the image closer to your vision to detect elements that would otherwise go unnoticed. There are plenty of subtle details that your eye may miss if you do not view them closely. Turning the image upside down or sideways allows you to view it from an unusual perspective, which can change your entire viewpoint about the image. You will end up noticing things you would not have otherwise noticed.

Subjective Reactions

What is it that strikes you the most about an image when you see it for the first time? What emotions, feelings, thoughts, and sensations overcome your mind when you look at the image on an instinctive level? Think of a single descriptive word or phrase as a caption or title for the image that captures your spontaneous reaction to the image.

Do you think the picture represents pride, anger, anxiety, relief, frustration, confinement, exhaustion, success, elation, exhilaration, smoothness, rage, sadness, and other compelling emotions? Your gut-level reaction offers a clue on what you are thinking about the person.

While observing or analyzing people through their photographs, one of the most important considerations is your instant or immediate reaction. However, you will need to go beyond the first impression. You will have to apply some amount of free association to analyze the person. Through free association, you are focusing on all elements of the image. Here are some questions you can ask yourself to facilitate greater free association to analyze people through images.

What does the picture remind you of?

What is the predominant emotion expressed by the person in the image?

What memories, incidents, and experiences can you pull out from your state of awareness on looking at the image?

How would you title the image?

However, when you are analyzing people through their pictures, beware of psychologists' terms of projection. Projection is an unconscious process through which our feelings, emotions, experiences, and memories distort our perception of other people we are analyzing. You may invariably end up projecting your feelings and experiences to them than trying to identify their personality. This is especially true for more ambiguous images. You do not know if you are rightly empathizing with people reading them correctly or simply recalling your own experiences.

Sometimes, our subjective reactions get in the way of reading people accurately. However, overcome this tricky situation and identifying when your own experiences and biases are getting in the way of analyzing people will help you be a more effective people analyzer.

Facial Expressions

Human beings are innately expressive when it comes to tuning in to other people's facial expressions. What is your first reaction to looking at the person's face in the photograph? Psychologists have recognized seven basic emotions in a person – surprise, contempt, fear, sadness, anger, disgust, and happiness. Keep these seven basic emotions in mind while analyzing people's expressions in images. At times, the expressions are underplayed or subtle, which makes it challenging to pin down the basic emotion.

Look for pictures where the person may not be aware that they are being clicked since that can be a more accurate representation of their subconscious mind.

Relationships

Again, you can tell a lot about the relationship between people by looking at their photographs. If a person is leaning in the direction of another person, there may be attraction or affection between the people. Similarly, if people are leaning in the opposite direction from each other, the relationship may lack warmth. If you notice a person clinging to their partner's arm in almost every photograph, he or she may most likely be insecure about losing their partner. It may reveal a deep sense of insecurity or fear of losing their partner.

Try to predict the relationship between people through their body language in images. This can also be done in any public place where you have some time at hand to check

people's body language, relationship equations, and reactions. What are their feelings, emotions, thoughts, and attitudes towards each other? Is there a pattern in the manner through which people touch, lean towards each other or look at one another? Does their body language reveal a lack of connectedness?

One of my favorite pastimes when it comes to analyzing people is looking at the photographs of celebrity couples and trying to read the nature of their relationships and/or their personalities through their body language and expressions. I try to analyze if the image reveals intimacy, affection, and positivity? Or it demonstrates tension, disharmony, and conflict? Akeret, a well-known psychologist, believes that a photograph can also predict a relationships' future.

Some signs of comfort include smiling, holding hands, titling heads in the direction of their partner. Hip to hip posture may indicate things are going great between the couple. How is the palmer touch? If it is touching with the full hand, the partners are close and affectionate. On the other hand, fingertips or fist touching can be a sign of being distant and reserved. Crossing legs may mean that they weren't very comfortable or open at the time the picture was taken. If you find a person crossing their arms or legs in almost every photograph, they may be suspicious, doubtful, cynical, and unenthusiastic by nature.

Profile Pictures and Personality Traits

A big body of research suggests that human beings tend to assess one another's personality through a quick glimpse. This is exactly why first impressions are so lasting. It takes us only three to four seconds to form an impression about a person through their verbal and non-verbal clues. Sometimes, they may not even say anything, and we can subconsciously tune in to personality.

A recent research study reveals that you do not even have to meet a person once to form an opinion about him or her. All you need is a glance at their Facebook or even Tinder profile picture to gauge their personality. Here are the big five personality traits that are revealed through a person's profile picture.

The big five is pretty much the same to a scientific classification of personalities as Briggs-Myers is for recruitment. This personality approach classifies personalities based on five fundamental traits, namely introversion-extroversion, agreeableness, openness to new experiences, conscientiousness, and neuroticism.

A glance at your social media profile picture is sufficient for you to rate people correctly on the five fundamental dimensions. In a research conducted by PsyBlog, it was observed through a scientific analysis of the profile pictures of thousands of social media participant personalities that there were very specific and consistent patterns when it came to each of the five personality attributes.

For example, people scoring high on conscientiousness used images that were natural, filter-free, bright, and vibrant. They were not afraid to express a large number of emotions through their pictures. They displayed a higher number of emotions through their images than all other personality types.

You will also find people scoring high on openness taking the most amazing shots. They are creative, innovative, and resourceful. They will play a lot with applications and filters owing to their creativity. Their pictures will be more artistic, unique, and feature greater contrasts. Generally, people who score high on openness have their faces occupy more space than any other feature in the photograph.

Extraversion folks will have perpetually broad smiles plastered on their faces. They will use collages and may surround their profile picture with used vibrant images. On the other hand, simple images with very little color or brightness are a strong indication of neuroticism. These pictures are likely to display a blank expression or in extreme cases may even conceal their face, according to the blog.

Agreeable people may often seem to the nicest people to get along with among all personality types. However, turns out, they aren't great photographers. Agreeable people are known to post unflattering images of themselves! However, even with the poor or unflattering images of themselves, they will be seen smiling or displaying a positive expression. The images will be vibrant, positive, and lively.

CONCLUSION

Reading people is a very important skill for anybody to have. This is because it will allow you to understand the complete message somebody is passing across when you are having a conversation with said person. This will put you ahead in your dealings with people and help establish you as a force to reckon with. Humans for a fact say more nonverbally than they do verbally which is why if you are to truly grasp what someone is communicating, you should be able to read and understand their nonverbal communication.

Listening to nonverbal communication is an art that requires training to develop. This particular means of communication, as you now know, says and hints at much more than you are liable to hear and get from having an oral or written conversation with somebody. For instance, body movement can be used to communicate a message in four different ways.

Being adept at the art of nonverbal communication requires that you master some five principles. These principles will not only allow you to identify nonverbal cues but will also help interpret them correctly. Without mastery of these principles, you will be prone to make mistakes where reading people is concerned.

Being a master nonverbal communicator also requires that you constantly work on yourself. For instance, emotional awareness, attentiveness, and constant practice among others are certain areas that you need to work on and strengthen if you are to become adept at reading what people are saying nonverbally.

Nonverbal communication has a host of benefits some of which are:

- To complement what is being communicated verbally,
- To deceive others into thinking something other than what you feel,
- To regulate what you are communicating verbally,
- To communicate your feelings and emotions on a particular subject and about a particular person, and so on.

Another important thing you need to do when developing your nonverbal communication skills is an understanding of personality types. This will enable you to identify the motives behind people's actions which will allow you to understand what it is they are saying.

While being good at reading people is a great skill set, combining this with charisma is even better. This will enable you to resonate with people, empathize and build great rapport with them. All of these are essential especially if you are someone passionate about helping people become the best version of themselves.

Speed reading people is especially important if you are a leader, a politician, or somebody who has a job that involves dealing with people. As such, it is important that you learn and develop the skills necessary to become a good reader of people and nonverbal communication. This will put you in a good position to handle people and negotiate with them.

DARK PSYCHOLOGY AND MANIPULATION

How Not To Be Manipulated, Mental Control, And Brainwashing To Stop Manipulated.

INTRODUCTION

In our world today, we are surrounded by an abundance of information – most often from corporations and companies promising us a quick fix for whatever we may be struggling with or trying to achieve.

These offers tend to promise "the easy way out" and sometimes this is exactly what you need. Whether it is something as simple as surviving another day at work because your boss has nothing better to do than try and bully you into quitting or finding that elusive crush at the office – there are more positives than negatives in learning how to manipulate your inner psychology to turn it against those who would use manipulation against you.

The first thing to realize is that people who manipulate others are not necessarily "bad". They have a different set of ethical beliefs than you might, but it does not make them any less human, or any eviler. People are constantly manipulating others around them. When you ask for something at the grocery store, you are essentially manipulating the clerk into giving you something for free or for a lower price than they should. When you ask your boss for a raise, you are trying to manipulate your boss into feeling bad about themselves so that you get what is rightfully yours.

The same goes for manipulation in relationships. The act of using seduction is nothing but manipulation (albeit erotic manipulation). While it can be a very effective tool to use in a relationship, when used in conjunction with reason and a deep understanding of human psychology, it can also be instrumental in the development of trust and love.

When using manipulation to get what you want out of people – you must understand that they will try to use the same strategy on you, unless they are completely clueless. If someone is doing something that they know is frowned upon by society, that person will probably attempt to manipulate other people into giving them something that is considered undesirable or dangerous in exchange for their own "desired" items. This is not to say that this person will be successful, but this is the kind of thinking that must be understood.

Manipulation has also been a very powerful tool for keeping people in slavery throughout history. Whenever a group of people believes that they cannot accomplish something on their own, they are told to "follow the leader", or "listen to your elders". These are usually arguments that easily become manipulation tactics when they are used to control others. If you have ever complained about how hard it was being forced to do

your chores because you are "just following orders", then it should go without saying that you were being manipulated by those who made these orders.

Manipulation is a technique that should always be learned. If you are already an expert at it, then more power to you. But it is important to understand the legal and social limits of using manipulation. Never manipulate people who have no idea what you are up to. This can easily cost you a lot more than you gain.

If you are being manipulated, then it is your responsibility to escape from that situation by the most effective means possible. Only be manipulative when necessary, and only use methods that will not come back to haunt you afterward. Remember - everyone else will be using the same tricks as you, so never try to play dirty unless your opponent has already crossed this line first!

Chapter 1

WHAT IS MANIPULATION?

Brainwashing and hypnosis are the two forms of mind control that are most known. While these two are important to understanding the function of mind control and how it all works, they are not the only available options. Others can be used – and are often more effective in the short term than either brainwashing or hypnosis. These particular tactics can be used in everyday situations. For example, it can be used in normal conversations a person may have with others.

The most important thing to remember about the forms of mind control is that they are more likely to occur in a person's daily life with the people they know and trust. A person will not put their subject into isolation or force them into an altered state of mind, as with brainwashing. Instead, they will employ different techniques to change the way their subject thinks. The three types of mind control that fit into this category include manipulation, persuasion, and deception. While manipulation may not put the person who is employing the tactic in harms' way or cause any immediate danger, it is set up to work in a deceptive and underhanded way to change the behavior, viewpoint, and perception that the intended subject has in regards to a particular topic or situation.

What Is Manipulation?

This book will deliberate and discuss manipulation in terms of psychological manipulation. It is defined as a social influence working to alter individuals' behaviors or perceptions, or the subject, through deceptive, abusive, or underhanded methods. The manipulator works to advance his interests, usually to the detriment of another. Hence, most of their techniques are considered deceptive, abusive, exploitative, and devious. Whereas social influence is not completely negative – when a group or an individual is being manipulated, there is a likelihood of causing them harm. Social influence is regularly perceived to be harmless, such as a doctor persuading their patients to adopt healthy habits. This is true of any social influence that is not unduly coercive and can respect the right of those involved to choose. Alternatively, social influence can be destructive and looked down upon, especially if an individual tries to have his/her way and use people against their will.

Emotional or psychological manipulation is seen as a form of coercion and persuasion. For the most part, people will see this as abusive or deceptive. Those who decide to employ manipulation will attempt to control the behavior of those around them. The manipulator will have some end goal in mind and will work through various forms of abuse to coerce those around them into helping the manipulator reach their final goal. Often emotional blackmail will also be involved.

Those who practice manipulation use brainwashing, mind control, or bullying strategies to get other people to finish their duties. The subject may not want to carry out the duties, but they may feel like they have no option because of the techniques used on them. Most manipulative people lack suitable caring and sensitivity towards other people – hence, they may not have an issue with their actions. Other Machiavelli may just want to attain their goal and would not be concerned with who has been hurt or bothered along the way. Along with that, manipulative individuals are often afraid to get into a healthy relationship because they fear others will not accept them. Someone who has a manipulative personality will often have the inability to be responsible for their problems, behaviors, and life. Because they are unable to accept responsibility for these issues, the manipulator will employ manipulation techniques to persuade someone else to do so.

Manipulators can often use the same tactics found in other forms of mind control to get the influence they want over others. One of the most commonly used tactics is known as emotional blackmail. This is where the manipulator will inspire guilt or sympathy in the individuals they try to manipulate. These two emotions are chosen since they are considered the two strongest of all human emotions – they are the most likely to drive others to act in the way the manipulator desires. The manipulator will then be capable of taking complete advantage of the victim, using the guilt or sympathy that he has created to force others into assisting them in meeting their targets. The manipulator may be capable of creating these emotions, but he can also inspire levels of guilt or sympathy that are out of proportion for the ongoing situation. For example, a

manipulator can make a situation like missing a party seem like missing something very significant, like an interview.

Another tactic that has been successful for many manipulators is using a form of abuse commonly referred to as crazy-making. The tactic is frequently aimed at instilling self-doubt in the subject manipulated – typically, this self-doubt becomes so strong that some victims may begin to believe that they are going crazy. At times, the manipulator will use forms of passive-aggressive actions to cause crazy-making. They might also choose to show support or approval of the subject verbally, but then give non-verbal cues that show contradictory meanings. The manipulator often tries to undermine certain behaviors or events while showing his support for that same behavior. Just in case the manipulator is found in the act, he will use denial, rationalization, justification, and the trickery of ill intent to escape the misfortune.

One of the biggest issues with psychological manipulators is that they are never able to find out what other people around them will need, and they may lose the capability to meet or even consider these needs. This does not excuse the behavior they are doing. A manipulator will often fail to consider or prioritize the needs of others so that they can perform manipulative duties without feeling shame or guilt. This makes it difficult to stop the behavior and rationally explain why the manipulator stops. Due to these behaviors, a manipulator may find it difficult to form meaningful and long-lasting friendships and relationships. This is because the people they are with will often feel used and will have difficulty trusting the manipulator. The problem with forming relationships goes both ways – the manipulator may fail to recognize other people's needs, while the other person may be unable to create the required emotional connections or confidence with the manipulator.

Requirements to Successfully Manipulate

A successful manipulator must have tactics at hand that will make them successful at using people to achieve their own final goal. While there are several theories on what makes a manipulator, we will look at the three requirements that have been set out by a successful psychology author known as George K. Simon. According to Simon, the manipulator will need to:

1. Be capable of determining their intended subject's vulnerabilities to determine the techniques that will be the most efficient in meeting their objectives.
2. Be capable of concealing their aggressive intentions and behaviors from the subject.
3. Have some ruthlessness levels readily available so that they do not have to deal with any uncertainties that may arise as a result of harming the victims if it reaches that point. This harm can be both emotional and physical.

The first requirement that a manipulator must accomplish to successfully manipulate his subjects is to conceal their aggressive intentions and behaviors. If the manipulator moves around being mean and telling every person his plans, then no individual is likely to stick around for long to undergo manipulation. Rather, he needs to be capable of concealing his thoughts from other people and behave as if everything is okay and normal. Often, those who are being manipulated will not realize it, at least not in the beginning. The manipulator will be sweet, act like their best friend, and maybe assist them in solving problems.

Next, the manipulator will need to find out what the vulnerabilities of their intended subjects are. This can help them establish the techniques that need to be used to reach their overall goal. At times the manipulator can do this step through a little bit of observation, while other times, they will need to interact with the subject before coming up with the full plan.

The third requirement is that the manipulator needs to be ruthless. It will not go well if the manipulator puts in all their effort only to be concerned about how the subject will feel in the end. If they did truly care about the subject, they would not be carrying out this plan. A manipulator should not care about the subject at all – he/she does not care if the subject suffers any harm, either physical or emotional, as long as the overall goal is met. One reason manipulators are so successful is because the subject often does not realize that he is being manipulated until later. He may think that everything is fine – he may think that perhaps he has gotten a new friend in the manipulator. The manipulator may use various techniques that may include emotional blackmail to get his way at the end.

Chapter 2

HOW DARK PSYCHOLOGY WORKS

This chapter will explain one of the essential principles as you progress through future manuscripts broadening this construct. The following are the six principles that must be understood to achieve Dark Psychology ultimately.

1. Dark Psychology is a global part of the human condition. This aspect is maintained by all societies and the people who live in them. The most kindhearted individuals have this realm of wickedness, but they never act on it – meaning that they have lower rates of violent ideas and sensations.
2. It is the study of the human condition as it relates to people's thoughts, feelings, and assumptions about their innate potential to prey on others for no apparent, definite reasons. Considering that all behavior is purposive, goal-oriented, and conceptualized using modus operandi, Dark Psychology puts forth the idea that the closer an individual attracts the "black hole" of beautiful wickedness, the less likely he/she has a purpose in inspirations. It is presumed that beautiful evil is never gotten to because it is infinite – however, Dark Psychology thinks some have come close.
3. The background is loaded with instances of this unexposed propensity to disclose itself as active, harmful habits. Modern psychiatry and psychology define the

psychotic as a predator lacking remorse for his activities. Dark Psychology says there is a continuum of intensity ranging from thoughts, as well as sensations, of physical violence to extreme victimization and physical abuse without a practical objective or inspiration.

4. In this continuity, the severity of the Dark Psychology is not made less or more severe by victimization actions, but rather stories out a variety of inhumanity. A straightforward comparison would be Ted Bundy versus Jeffrey Dahmer. Both were severe psychopaths who committed atrocities. The difference is Dahmer committed his godawful murders for his delusional demand for friendship while Ted Bundy murdered, and also sadistically brought upon discomfort out of great demented wickedness. Both would be greater on the Dark Continuum, yet one, Jeffrey Dahmer, can be better recognized using his psychotic hopeless requirement to be enjoyed.
5. Dark Psychology thinks all people have the potential for physical violence. This potential is innate in all people, and different interior, as well as external variables, raise the probability for this possibility to show up right into unstable habits. These habits are predatory, as well as at times – they can function without factor. Dark Psychology assumes the predator-prey vibrant becomes misshaped by human beings. Dark Psychology is entirely a human sensation and is shared by no other living being. Physical violence and even chaos may exist in various other living organisms, but humankind is the only variety that can do so without purpose.
6. An understanding of the underlying reasons and triggers of Dark Psychology would better allow the culture to recognize, identify, as well as reduce the dangers inherent in its influence. Discovering the ideas of Dark Psychology serves as a double beneficial feature. Initially, accepting most of us have this possibility for evil allows those with this expertise to reduce the probability of it erupting. And second, comprehending the tenets of Dark Psychology fits our original transformative objective for struggling to make it through.

The goal of this chapter is to enlighten others by increasing their self-awareness, developing a standard change of their truth for the better, and motivating those to tell others to embark on the path of discovery to reduce the possibility of succumbing to those had by the pressures explored by it. If you have been a victim or prey of the guided killer, do not feel humiliated since we all experience some kind of victimization at one time or another in our lives.

Most of us have a dark side. It becomes part of the human condition, but it is agreed that it is not well recognized. An undesirable reality is that Dark Psychology lurks on our outskirts patiently to strike. As previously stated, Dark Psychology encompasses all manner of terrible and violent habits. The mindless cruelty to animals is a prime example of this. Pet misuse is both ferocious and psychopathic. As recent studies have

suggested, animal cruelty is associated with a higher probability of committing violence against humans.

On the milder end of the Dark Psychology spectrum is vandalism of other residential property or the increasing levels of violence in video games that children and teenagers advocate during the holiday season. Destruction and a child's desire to play terrible computer games are mildly contrasted to overt violence but are explicit examples of this global human attribute. The vast majority of humankind denies and hides its existence, yet still, the components of Dark Psychology silently hide underneath the surface in all people.

It is universal and almost everywhere throughout society. Some religious beliefs specify it as a real entity they call Satan. Some cultures rely on the presence of evil forces as being the wrongdoers causing malicious activities.

By examining the origin and nature of Dark Psychology, we can understand how a normal, well-socialized person can end up committing a mistake no one could have predicted. Since the beginning of recorded history, wrongs committed by one human against another have occurred at any time of day or night. Although horrifying, it is incredible how decent people can participate in or enable such atrocities to occur.

Thousands of these wrongdoings can be seen in the background. The holocaust during World War II, as well as ethnic cleansing currently taking place in neighboring countries, are just a few examples. Cases abound with the residues of what Dark Psychology has caused. As explained above, Dark Psychology is alive and well and also requires a close examination. As you continue to discover the tenets and foundation of Dark Psychology, a cognitive structure of understanding will be established slowly.

Dark Continuum

The Dark Continuum is a crucial element to understanding the dark side of humankind. The Dark Continuum is a fictional conceptual line or concentric circles that all criminal, terrible, deviant, and vicious habits fall. The Dark Continuum includes thoughts, feelings, assumptions, and actions experienced or done by humans. The continuum varies from light to severe as well as from purposive to pointless.

Physical manifestations of Dark Psychology are more severe and located to the right of the Dark Continuum. Emotional symptoms of Dark Psychology lie to the left of the continuum. The Dark Continuum is not a scale of intensity, ranging from poor to worse, but it does specify types of victimization in the ideas and activities involved. Once the Dark Continuum thesis is expanded, you will undoubtedly have a theoretical illustrated line depicting all forms of Dark Psychology ranging from moderate and purposeful to extreme and purposeless.

Dark Variable

The Dark Element is defined as the realm, location, and also potential that exists in all of us – as it is inherent in the human condition. Because it is difficult to highlight using the created expression, this is one of the more abstract aspects of Dark Psychology. According to an online dictionary, a variable is anything that contributes causally to an outcome, such as a variety of elements figured out the issue. This section will undoubtedly make a significant attempt to theorize for you how Dark Aspect appears as an equation.

The Dark Aspect is not a mathematical formula, but a theoretical one. The Dark Element is a collection of occasions that a person experiences, which enhances their probability of participating in predacious habits. Although research study has suggested that youngsters who mature in violent homes become abusers themselves, this does not imply that all mistreated children grow up being violent transgressors. This is merely just one element of a wide range of experiences and scenarios that contribute to the Dark Variable.

The number of components that are involved in the Dark Factor equation is enormous. It is not the number of factors that cause Dark Element to become extreme. However, it is the impact that those experiences have on an individual's subjective processing that makes the Dark Aspect dangerous. Some of these aspects consist of genes, family member’s characteristics, emotional knowledge, peer acceptance, personal handling, and developmental turning points, and also experiences.

Dark Singularity

The Dark Singularity is an academic principle comparable to the interpretation of singularity in the middle of a black hole. This illustrates the concept of the Dark Selfhood – astronomy, as well as cosmology is used as an allegory to define this principle. In astrophysics, the singularity is the outright center of a black hole that is unbelievably tiny, yet thick in mass beyond mathematical comprehension. The theory recommends that the uniqueness is so dense and powerful, contemporary laws of physics and their mathematical equations come to be knotted.

A black hole is the massive expanse of room bordering the singularity – therefore, abundant light cannot leave its grip. At the center of all galaxies, the Milky Way is an all-powerful great void with a considerably small singularity at its facility chock packed with remarkable energy. The Dark Singularity, as it puts on Dark Psychology, is the absolute center of the Dark Psychology world. Simply put, the Dark Selfhood is constructed from immaculate evil & unadulterated pure malevolence. Likewise, part of the human condition is the Dark Singularity that no person ever reaches. The person who comes closest to this is the innovative and extreme psychotic who preys on others with minimal inspiration or objective for his activities.

Because all behavior is purposeful, the Dark Selfhood is an ideal destination that was never reached. The Dark Selfhood is approaching but has not yet arrived. The core of Dark Selfhood is best described as "Predators That Victim Without Purpose". The closer a person approaches the Dark Selfhood, a lot more horrendous and sinister, their actions become. At the same time, their modus becomes much less deliberate.

When attempting to conceptualize Dark Singularity, a psychological and thoughtful principle to understand is that all behavior is purposeful. Alfred Adler was a Millennium medical doctor as well as a psychotherapist that was a modern of Sigmund Freud, Carl Jung. He was an incredible philosopher who was honored to have finished his postgraduate degree in the mid-1990s at the Adler College in Chicago, Illinois.

To now, this writer translates his world as defined by Alfred Adler, this fantastic clinical physician, and psychotherapist. Adler had several concepts of human habits, and these can be incorporated into the building of Dark Psychology. The three most valuable ideas from Adler for developing the concept are as follows.

Chapter 3

MENTAL CONTROL

Another aspect in the field of dark psychology research is mental control. It can be a piece of both control and influence as the two strategies reach within your psyche and attempt to get you to accomplish something, think something, or tail another person's way for you. For some individuals, mental control can mean various things, such as control, influence, impact, and indoctrination. We will see mental control as an approach to change an individual's contemplations, convictions and control their activities.

Many people believe that brain control is one of the most all-around shrouded types of influence because the vast majority are not even aware that it is happening. It is also a reasonable procedure, which makes it more difficult for people to notice. Individuals under psyche control may believe they are deciding, but these decisions are made by someone else. You should know that the time it takes to control somebody's brain relies upon the used strategies: their character, individual elements, and social elements. Now and then, mental control can happen in light of physical power.

Mental control, like control and influence, is used in our daily lives. For the most part, we are unaware that the strategies used by publicizing organizations are a form of brain

control. In any case, they are succeeding when they can persuade us that their product is the best. It does not imply that you must constantly be aware of what the promotion organizations are doing. The type of mental control you should be aware of is the dark kind. When it comes to mind control, you should be aware of the dangers it can pose. Focusing on promotions is a great way to practice how to monitor against mental control and figure out what procedures are being used.

Ways You Can Control People or Be Controlled

Individuals who need to control their brains can utilize any of the accompanying methods or systems that fall under control or influence. One of the most significant variables to recollect is that individuals who control others are incredible at understanding others. They can ordinarily determine what sort of individual they are managing before long. It encourages them to recognize what kind of system they can utilize and which one they cannot. It also enables them to comprehend what kind of individual you are. They need to know if you are enthusiastic and mentally strong, as this can make their job more difficult. They want to know if you are self-assured or affected.

Conduct Molding and Conditioning

Conduct molding, otherwise called alteration, is the way to get individuals to do what you need. You do this through a progression of remunerations and disciplines. It is used in child-rearing classes and brain research courses in school. You have to understand that behavior adjustment is the demonstration of changing somebody's conduct. When the individual reliably follows the behavior they were instructed, it is known as social molding. A social alteration will consistently precede conduct molding.

Individuals who need to take responsibility for their minds exceed expectations in terms of behavior change. This is because they must change your behavior to condition you, which is the point at which they have complete control. They must ensure that the opposition towards the changing practices is minimal, or else they will wind up battling molding. You may then get on to their brain control inclinations and do what you can to end it.

Conviction Change Processes

Perhaps the most important key to changing somebody's perspective is to focus on changing their conviction forms. This implies that you do more than just change their conviction – you also change their thinking.

Brain research is probably the most important subject in which mental controllers are competent. To deal with their points of view, a brain controller will consider how their objective thinks. This allows them to gain control of their target's brain. As a result,

specialists are most likely the best model for mental control. In any case, advisors are attempting to help their clients change their behaviors to improve their lives. Mental controllers must change the rules of their objectives so that they can gain control of the individual.

Undercover Belief Changes

You do not have to use pictures to persuade someone to change their convictions. Most brain controllers that are attempting to control you to gain the upper hand will not focus on images. This is because you will get on too effectively, especially at first. This does not mean they will never place-specific images in your mind – It simply means that they will focus more on covert conviction changes.

Psyche controllers should ensure that they have your trust, regard, and association with them. Without these variables, they would not have the option to significantly change your convictions. They are additionally talented at tying down. This is because they recognize that feelings are frequently a reliable guide for individuals and do not know how to control their emotions. Mental controllers who can maintain their emotions well will struggle to be effective with this technique.

The initial step for the psyche controller will lead you to the behavior they need to change. At the point when they do this, they will attempt to be inconspicuous in their endeavors. They would not act like they need to change your behavior straightforwardly. Nonetheless, they could refer to how it affected them as this will evoke an enthusiastic reaction from you.

When you give them a feeling, they will pull out the mooring method. Whatever behavior they want you to change, they will quietly tell you what you should do. While this will most likely take some time, you will notice a change in your behavior. Every time you do something that your life partner feels is not right, you will remember how you felt when you talked about it. After a while, you will gradually stop engaging in this behavior because it gives you a negative inclination.

Rewards and Consequences

It is now difficult for adults to maintain control because they are rewarded and punished for their actions. This happens a few times a day, but we only notice it once in a while. For example, if you complete a task, your manager will compliment you. This will have a negative effect, making you more conscious of your time on the board. You will be bound to make cutoff times later on.

Mental controllers will also adhere to the prize and outcome framework. If you go out with your friends after your loved one has revealed something to you, they will give you the silent treatment for two or three days. This will make you realize that they are perplexed by you, which will make you lose faith in yourself. While you may not

understand why they are doing this because you just went out with a few friends, your emotions will control you more than your thoughts. When your better half tells you that they would prefer you to stay at home rather than go out, you are bound to think about staying at home. This does not imply that you will.

The I to You Shift

This is basic in the usual discussion, which implies it very well, though it may not be obvious. Individuals who are attempting to control their brain, on the other hand, will frequently project their story onto you. This implies that instead of saying "I," they will say "you."

There are a few explanations behind this. One reason is that it gives both of you a sense of belonging. This is something that academics frequently use to positively interact with their audience. In any case, when it comes to mind control, this is used in a progressively negative manner. When examining a negative story that can cast you in a negative light, psyche controllers who need to work on your self-assurance will use the word "you". Even if you are aware that you did not do this and that you are not a part of the story, it enters your psyche and can cause you to accept that you have accomplished something comparable in your life. As a result, your feelings toward the character in the story are the same as your feelings toward yourself.

They Will Think for You

Individuals who need to intellectually control you will have no trouble starting to think for you. Their trick is that they will frequently begin to settle on a choice for you where it truly does not matter. You could be inspecting something and informing them, "I'm not sure what I think. Let me think about it." This is an open way for somebody who needs to control your brain. This discloses to them that you need assistance settling on a choice. Subsequently, if they step in to decide on the choice for you unobtrusively, it will not trouble you.

They will tell you something like, "I realize you are worried about everything else, so why not let me settle on the choice, and we will discuss it." Then, to appear as though they set aside an effort to settle on the choice, they will come to you somewhat later with their answer. They will act like you have a decision or act as they care about your opinion of their choice. Be that as it may, you genuinely do not have a decision. They are merely attempting to get you to believe that they can settle on choices for you.

They will, at that point, begin settling on more choices for you, without your authorization. However, you would not give much thought to these alternatives because they aren't particularly significant. They will stop getting information about anything at that point. Although they begin to limit your options, you will most likely not notice because you have grown accustomed to them thinking for you.

Chapter 4

BRAINWASHING TO STOP BEING MANIPULATED

Brainwashing tends to be a little more “personal” and subtle. It often requires the victim to be isolated, and it is dependent on the individual or group of individuals who are brainwashing them. This is a favorite tactic of cults, religious groups, and yes, even your favorite sports teams.

Let us focus on national, televised sports, the most seemingly innocent form of cult worship. Billions of people all over the world tune in to watch football, baseball, swimming, car racing, cricket, volleyball, curling… the list goes on. Those same billions spend even more billions of dollars on tickets and travel to live games, merchandise, and the access to watch their favorite teams on their favorite channel in the comfort of their own home. What would happen if the Super Bowl didn’t air in February? An honest, logical guess might be: “The world would end as we know it.” Championship games of all kinds draw larger audiences than political rallies, religious observations, and even the release of the latest iPhone.

But let us wait and see what happens: Does it matter whether the Patriots win or lose the Super Bowl again? No, but every February, millions of television screens turn to the

game, regardless of team affiliation. What kind of power is this?

A dangerous one, that's it. n the same way that a politician or businessman has a broad reach to emotionally manipulate an audience, large groups of brainwashers can reduce your consciousness to its bare essentials. Then it replaces that person's "personhood" with a false identity, a set of ideals, beliefs, likes, and dislikes.

How is the NFL or NHL capable of advertising and affiliations? The NFL is one of the largest and most prominent sponsors and advertisers of the United States military. Commercials for different branches play during breaks, certain games, and national anthems are dedicated to veterans, POWs, or current individuals serving. Players even don camouflage, military-inspired gear as part of this relationship.

Then there was the debate over the national anthem when Colin Kaepernick knelt in solidarity for all of his fellow people of color brutalized by police violence. The NFL immediately launched a vociferous media campaign that was picked up by NFL fans everywhere. Soon, stickers, hats, and t-shirts could be found everywhere saying "I stand for the anthem".

The NFL took this opportunity to use their fan base's interests, as well as the hold they already had on loyal fans. As television ratings were dropping, the NFL created a problem that didn't exist and turned it into a media tornado – this unleashed their rhetoric on millions of viewers nationwide. It had a discernible effect by creating a reason for people to watch other than for the game itself.

The Fundamentals of Brainwashing

Many people tend to get hypnosis, CEM, NLP, and brainwashing confused. But brainwashing is not just a dark psychological technique. It is one identified by psychologists all over the world as well. It is not only a tool for sports teams, but it has also been the preferred method of recruiting members for cults for decades, if not centuries.

Brainwashing from here on out means the process of forcing an individual into accepting belief systems completely and utterly different than their own, often under pressure.

Cults are the simplest example of brainwashing because they are small groups of people who practice a form of religion or belief that appears sketchy, questionable, and possibly evil from the outside. Some examples of famous cults and their leaders include:

Jim Jones

Jim Jones is the leader of the People's Temple Cult. Jones was a zealous religious leader who convinced hundreds of his followers to participate in a mass murder/suicide by drinking poisoned Kool-Aid.

Children of God / Family International

This cult was founded by David "Moses" Berg in California in 1968. The members of this cult were encouraged to have sex with children to achieve "divinity". This cult still exists today on multiple continents and over 70 countries. This cult, in particular, was perpetuated by founder David Berg's master of propaganda writing and publishing, which drew new members to his group and kept older members close by.

Branch Davidians

This was a splintered extremist group of Seventh Day Adventists that had been in existence since the 1950s. It wasn't until leader David Koresh took over as leader that he began to claim that he was the Messiah and claimed all women and female children for his own. The group did believe that the end of the world was nigh, but many never got to see it. The cult was disbanded in1993 after a standoff with FBI agents that resulted in more than 80 deaths.

Raëlism

Followers of this cult, founded in 1974, believe that all life on Earth is scientifically created, thus, not organic, and challenging all prevalent scientific theories of evolution. The Raël creator is named Elohim, and that leaders within the movement are former aliens that will teach the earth how to carry on Raël traditions, including peace and mindfulness

What Makes Up a Cult

Now that we have a few examples of cults, let us dissect what makes up a cult. Usually, this small, strange group will have one or two leaders with strong personalities that lead their followers and often make decisions on their behalf.

Cults also usually seem very accepting at first, but that's because they are looking to increase their numbers. Do not mistake friendliness for desperation on their part.

Cults also make followers feel safe. The boisterous and charming leader is also a comforter – those who end up lost or confused by traditional religion are comforted and brought into the fold. Existential questions like "Why am I here?" and "What is my purpose in life?" are easily answered by the cult's lore (usually a cult will have a few strong oral storytellers, too).

Acceptance. Purpose. Belonging. The things people crave most of all are the things cults are most willing to dish out.

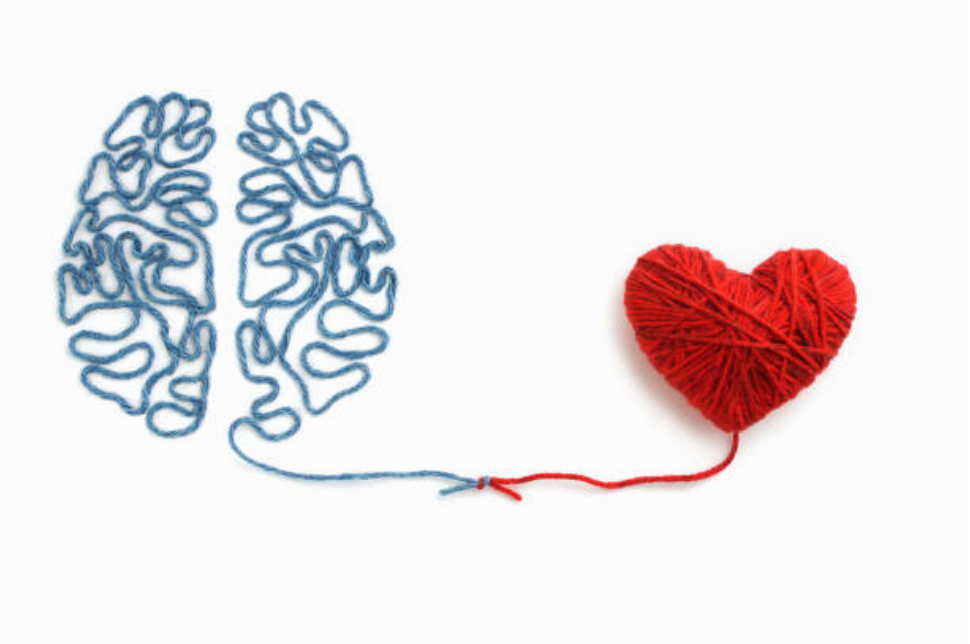
Cults and Brainwashing

Cults and brainwashing go together like peanut butter and jelly. The latter enables the former. In this book and this context, brainwashing is a type of total “reboot” of thought and framing of the mind. Again, unless the victim is perceptive, this technique will likely go unnoticed.

Before we return to cults, it is important to establish that this is not the only way brainwashing is used. For example, a dress code at your job could be brainwashing if you work there long enough for the brainwashing to work its way in.

Chapter 5

EMOTIONAL INTELLIGENCE



Emotional Understanding can be defined as the ability to recognize, understand, and cope with our feelings as we perceive, understand, and influence others. This is being awake in the sense that our emotions can decisively and contrastively influence our behavior. It also entails learning how to deal with these feelings, both our own and those of others, especially when under stress.

When Might You Have to Deal With Your Emotional Intelligence?

- Dealing with testing connections
- Dealing with change
- Not having enough assets
- Giving and accepting input
- Dealing with mishaps and disappointment
- Meeting tight due dates

Emotional Intelligence is worth twice as much as IQ and specialized abilities combined in determining the identity of the will.

Reasons For Improving Emotional Intelligence

- Give the best you have to offer. Discover why your best self creates the best decisions.
- It allows for remarkable leadership. Individuals are administrators, not occupations. Outstanding pioneers bring out the best in their kin.
- Emotional intelligence promotes mindfulness. Understand the effect you have on the general population around you.
- It supports extraordinary workplace culture. Positive attitudes are infectious. Improve relationship quality and create a culture of responsibility.
- It achieves neuroscience-based change. Drive genuine conduct change with a program established in neuroscience and research.
- Emotions go before the idea. At a point when feelings run high, they change how our minds work, lessening our intellectual capacities, basic leadership controls, and even relational aptitudes.

There is no approved psychometric test or scale for emotional intelligence, as there is for general intelligence. Many argue that emotional intelligence is not a genuine development, but a method for depicting relational abilities that pass by different names.

Notwithstanding this analysis, emotional intelligence intrigues the general public, just as in specific areas. A few businesses have fused emotional intelligence tests into their application or meeting forms, on the hypothesis that somebody with high emotional intelligence would make a superior employee or colleague.

While a few investigations have discovered a connection between emotional intelligence and employment execution – others have demonstrated no relationship and the absence of an experimentally substantial scale makes it hard to quantify or foresee somebody's emotional intelligence at work.

An emotionally insightful individual is both profoundly aware of his or her very own emotional states – cynicism, disappointment, misery, or something increasingly unpretentious – and ready to distinguish and oversee them. These individuals are, likewise, particularly sensitive to the feelings of others and their experiences. Luckily, these abilities can be sharpened.

Even though there are numerous sorts of intelligence, and they are often associated with each other – there are some extremely noteworthy contrasts between them.

Comparison between Social and Emotional Intelligence

Social intelligence is identified more with emotional intelligence than IQ because the two of them have to do with exploring social or emotional circumstances. These are two particular sorts of intelligence.

Emotional intelligence is increasingly identified with the present because it recognizes and oversees feelings at the time. In contrast, social intelligence employs a similar set of abilities and capacities, but it is frequently focused on the future. It enables you to comprehend your own emotions, personalities, and practices, as well as those of others, to achieve positive outcomes.

Psychology and Emotional Intelligence

Analysts have discovered that emotional intelligence improves one's understanding of intelligence. This consistently demonstrates that IQ is not everything, but the hypotheses on what, precisely, the other significant segments were varied enormously, and analysts could not agree on a single idea or thought.

When emotional intelligence was presented initially, clinicians acknowledged that it was the missing part of intelligence that they were studying.

EQ vs. Level of intelligence

EQ is emotional intelligence and is tied with recognizing feelings in ourselves, as well as other people, identifying with others, and conveying our sentiments.

The level of intelligence, on the other hand, is subjective intelligence because people understand it as the type that is frequently alluded to when the term "intelligence" is used.

Comprehending the course of events for the presentation and grasp of emotional intelligence inside brain research, we can begin with the work of Peter Salovey.

Peter Salovey's Research

In 1990, John Mayer and Peter Salovey aptly introduced emotional intelligence. According to them, it is the capacity to perceive, comprehend, use, and manage feelings adequately in regular, day-to-day existence. Their research sparked a surge of interest in emotional intelligence from scholarly sources and other forms of research.

The Research by Daniel Goleman

Following Mayer and Salovey's research, Goleman acquainted emotional intelligence with the rest of the world – different scientists and therapists started running with it. Daniel Goleman was an example of this kind of therapist. In 1995, he distributed his work that clarified everything.

Goleman believed that emotions were an important factor in development, especially for children. He proposed that promoting emotional and social learning in children to support their emotional intelligence would do more than just improve their learning abilities. It would help them succeed in school by reducing or eliminating the most distracting and destructive behavior issues.

His proposition has been invited by the scientific community, and it is presently nearly underestimated that emotional intelligence may be similarly as significant – If not progressively significant – to singular accomplishment as IQ.

Travis Bradberry's Research

Following the research by Goleman, writers Travis Bradberry and Jean Greaves gained recognition by developing an interest in emotional intelligence and disseminating their research that lays out a well-organized plan for improving it. Greaves and Bradberry proposed nearly seventy proof-supported techniques for developing emotional intelligence by demonstrating mindfulness, self-administration, and mindfulness.

The writers guarantee that the research will allow you to understand your feelings, as well as other people's feelings. It also offers a test to demonstrate it.

Emotional Intelligence Framework

The numbers five and four significantly help in understanding what emotional intelligence is all about. There are five parts of the emotional intelligence model and four measurements to EQ.

The Five Aspects of the EQ Model

As indicated by Daniel Goleman, the components of emotional intelligence are the following:

1. Motivation
2. Social Skills
3. Self-Awareness
4. Empathy
5. Self-Regulation

Individuals with high EQs have progressively inborn inspiration. Individuals with high emotional intelligence are motivated within themselves to achieve their goals.

At long last, social aptitudes represent the final piece of the emotional intelligence puzzle. These abilities are what enable individuals to communicate socially with one another and effectively explore social situations. Individuals with high emotional intelligence have great social skills and can pursue their goals and achieve the results they require when interacting with others.

Mindfulness is characterized as the capacity to perceive and comprehend personal feelings. It is the beginning of emotional intelligence as managing our understandings –

having sympathy for other people depends on distinguishing and perceiving feelings within our persona.

Empathy is characterized as the capacity to comprehend the feelings of others and perceive how you feel that you are in their shoes. It is not about identifying with, approving, or acknowledging conduct – only that you can wear their shoes and understand what is happening to them.

If it is important to let the people around you know that you care for them and are willing to be there for them in times of need. The advantage is that in your time of need, you will be able to get help from the same people, who will help you through your difficulties.

Self-guidance is above and beyond. We should not only be able to perceive our feelings if we want to have a high EQ. However, we should also be able to express, direct, and supervise them appropriately.

The Four Dimensions of Emotional Intelligence

According to EQ's "founding fathers," Mayer and Salovey, the components of EQ that structure the order of emotional aptitudes and capacities are as follows:

1. Utilizing feelings to encourage thought.
2. Recognizing feelings.
3. Overseeing feelings.
4. Understanding feelings.

The principal measurement, which is recognizing the feeling, identifies with monitoring and perceiving other individuals' physical and mental states, such as experiencing physical torment or experiencing fatigue, recognizing feelings of other individuals, communicating personal feelings and requirements precisely and fittingly, and recognizing exact, fair emotions and incorrect, deceptive sentiments.

Using feelings to encourage thought entails diverting and organizing your speculation based on the emotions associated with those musings, producing feelings that will encourage better judgment and memory, profiting from mindset changes so you can value different perspectives, and utilizing emotional well-being to improve critical thinking abilities and imagination.

The component of comprehending feelings incorporates perceiving the connections among different feelings, seeing the reasons and results of feelings, perceiving multifarious sentiments and conflicting positions, and comprehending the advances with feelings.

The last measurement, overseeing feelings, alludes to being available to both wonderful and disagreeable sentiments – observing and thinking about your feelings, drawing in,

delaying, or isolating from an emotional state, and dealing with the feelings, both inside yourself and in others.

A state is a brief idea design, feeling, or conduct that is incidental and exceptionally reliant on the earth, just as a person's character. A trait can be described as a perpetual idea that is steady, durable, and moderately stable – with attributes that are substantially subject to character over the condition.

For what reason would it be advisable for us to think about building up our emotional intelligence aptitudes?

Having the ability to comprehend personal feelings is critical to perceiving what will enable you to thrive to advance. This is because we will be exceptionally socially adept as individuals.

Being emotionally aware will allow you to interact with others, improve your work presentation, strengthen your relationships, and much more.

Positivity and Emotional Intelligence

If you work in positive brain research in any capacity, for example, as a mentor, advisor, advocate, or teacher, you are probably aware of the benefits of increased emotional intelligence. Having the ability to perceive and successfully manage both good and bad feelings will help science professionals in their interactions with customers, improving both their exhibition and the prosperity rate of their customers.

Those who fail to use emotional intelligence will find that their mediations are ineffective. If your customers have trouble ‘understanding' you, they will find it difficult to develop their emotional intelligence and be in a position of strength.

Success in Relationships

Controlling your emotions and understanding those around you are essential abilities to possess in everyday life. They not only help us live more joyful and beneficial lives, but they also help us get through difficult times to be successful.

Self-administration is the initial step, as we should figure out how to oversee ourselves before we can oversee sound, suitable associations with other people. Comprehending self-administration enables you to have control over yourself, to a limited degree, and ensure success in all circumstances.

Focusing on improving your relationships allows you to create solid connections and impart successfully in all situations, including opening up to others, expressing what is on your mind, influencing others, and being honest without affecting others.

Chapter 6

BEHAVIORAL TRAITS OF FAVORITE VICTIMS OF MANIPULATORS

There are certain characteristics and behavioral traits that make people more vulnerable to manipulation – and people with dark psychological traits know this full well. They tend to seek out victims who have those specific behavioral traits because they are essentially easy targets. Let us discuss six of the traits of the favorite victims of manipulators.

Emotional Insecurity and Fragility

Manipulators like to target victims who are emotionally insecure or emotionally fragile. Unfortunately for these victims, such traits are very easy to identify even in total strangers, so it is easy for experienced manipulators to find them.

Emotionally insecure people tend to be very defensive when they are attacked or when they are under pressure. This makes them easy to spot in social situations. A manipulator can tell how insecure a person is with a high degree of accuracy after only a few interactions. They will try to provoke their potential targets subtly, and then wait

to see how the targets react. If the victim is overly defensive, manipulators will take it as a sign of insecurity, and they will intensify their manipulative attacks.

Manipulators can also tell that a target is emotionally insecure if he/she redirects accusations or negative comments. They will find a way to put you on the spot, and if you try to throw it back at them or to make excuses instead of confronting the situation head-on, the manipulator could conclude that you are insecure and therefore an easy target.

People who have social anxiety also tend to have emotional insecurity, and manipulators are aware of this fact. In social gatherings, they can easily spot individuals who have social anxiety. They then go after them to manipulate them. "Pickup artists" can identify the girls who seem uneasy in social situations by the way they present themselves. Social anxiety is difficult to conceal, especially to manipulators who are experienced at preying on emotional vulnerability.

Emotional fragility is different from emotional insecurity. Emotionally insecure people tend to show it all the time, while emotionally fragile people appear to be normal – but they break down emotionally at the slightest provocation. Manipulators like targeting emotionally fragile people because it is very easy to elicit a reaction from them. Once a manipulator finds out that you are emotionally fragile, he/she is going to jump at the chance to manipulate you because he/she knows that it would be fairly easy.

People with these characteristics are frequently targeted by opportunistic manipulators since emotional fragility is temporary. A person may be emotionally stable most of the time, but when they are going through a breakup, grieving, or dealing with an emotionally exhausting circumstance, they may feel emotional fragility. The more diabolical manipulators can earn your trust, bid their time, and wait for you to be emotionally fragile. Alternatively, they can use underhanded methods to induce emotional fragility in a person they are targeting.

Sensitive People

Highly sensitive people are those individuals who process information at a deeper level and are more aware of the subtleties in social dynamics. They have lots of positive attributes because they tend to be very considerate of others, and they watch their step to avoid causing people any harm, whether directly or indirectly. Such people tend to dislike any form of violence or cruelty, and they are easily upset by news reports about disastrous occurrences, or even depictions of gory scenes in movies.

Sensitive people also tend to get emotionally exhausted from taking in other people’s feelings. When they walk into a room, they have the immediate ability to detect other people’s moods, because they are naturally skilled at identifying and interpreting other people’s body language cues, facial expressions, and tonal variations.

Manipulators like to target sensitive people because they are easy to manipulate. If you are sensitive to certain things, manipulators can use them against you. They will feign certain emotions to draw sensitive people in so that they can exploit them.

Sensitive people also tend to scare easily. They have a heightened "startle reflex," which means that they are more likely to show clear signs of fear or nervousness in potentially threatening situations. For example, sensitive people are more likely to jump up when someone sneaks up on them, even before they determine whether they are in any real danger. If you are a sensitive person, this trait can be very difficult to hide, and malicious people will be able to see it from a mile away.

Sensitive people also tend to be withdrawn. They are mostly introverts, and they like to keep to themselves because social stimulation can be emotionally draining for them. Manipulators who are looking to control others are more likely to target people who are introverted because that trait makes it easy to isolate potential victims.

Manipulators can also identify sensitive people by listening to how they talk. Sensitive people tend to be very proper – they never use vulgar language, and they tend to be very politically correct because they are trying to avoid offending anyone. They also tend to be polite, and they say please and thank you more often than others. Manipulators go after such people because they know that they are too polite to dismiss them right away – sensitive people will indulge anyone because they do not want to be rude, and that gives malicious people away.

Emphatic People

Emphatic people are generally similar to highly sensitive people, except that they are more attuned to the feelings of others and the energy of the world around them. They tend to internalize other people's suffering to the point that it becomes their own. In fact, for some of them, it can be difficult to distinguish someone's discomfort from their own. Emphatic people make the best partners because they feel everything you feel. However, this makes them particularly easy to manipulate, which is why malicious people like to target them.

Malicious people can feign certain emotions, and convey those emotions to emphatic people, who will feel them as though they were real. That opens them up for exploitation. Emphatic people are the favorite targets of psychopathic conmen because they feel so deeply for others. A conman can make up stories about financial difficulties and swindle lots of money from emphatic people.

The problem with being emphatic is that because you have such strong emotions, you easily dismiss your doubts about people because you would much rather offer help to a person who turns out to be a liar than deny help to a person who turns out to be telling the truth.

Emphatic people have a big-hearts, and they tend to be extremely generous, often to their detriment. They are highly charitable, and they feel guilty when others around them suffer – even if it is not their fault and they cannot do anything about it. Malicious people have a very easy time taking such people on guilt trips. They are the kind of people who would willingly fork over their life savings to help their friends get out of debt, even if it means they would be ruined financially.

Malicious people like to get into relationships with emphatic people because they are easy to take advantage of. Emphatic people try to avoid getting into intimate relationships in the first place because they know that it is easy for them to get engulfed in such relationships and to lose their identities in the process. However, manipulators will doggedly pursue them because they know that once they get it, they can guilt the emphatic person into doing anything they want.

Fear Of Loneliness

Many people are afraid of being alone, but this fear is more heightened in a small percentage of the population. This type of fear can paralyze persons who feel it, leaving them vulnerable to abuse by malicious individuals. For example, many people stay in dysfunctional relationships because they are afraid – they are afraid that they will never find someone else to love them if they break up with an abusive partner. Manipulators can identify this fear in a victim, and they will often do everything they can to fuel it further to make sure that the person is crippled by it. People who are afraid of being alone can tolerate or even rationalize any kind of abuse.

The fear of being alone can be easy to spot in a potential victim. People with this kind of fear tend to exude some level of desperation at the beginning of relationships, and they can sometimes come across as clingy. While ordinary people may think of being clingy as a red flag, manipulative people will see it as an opportunity to exploit somebody. If you are attached to them, they can use manipulative techniques to make you even more dependent on them. They can withhold love and affection (e.g., by using the silent treatment) to make the victim fear that he/she is about to get dumped so that they act out of desperation and cede more control to the manipulator.

The fear of being alone is, for the most part, a social construct, and it disproportionately affects women more than men. For generations, our society has taught women that their goal in life is to get married and have children, so, even the more progressive women who reject this social construct are still plagued by social pressures to adhere to those old standards. That being said, the fact is that men also tend to be afraid of being alone.

People with abandonment issues stemming from childhood tend to experience the fear of loneliness to a higher degree. There are also those people who may not necessarily fear loneliness in general, but they are afraid of being separated from the important people in

their lives. For example, lots of people end up staying in abusive or dysfunctional relationships because they are afraid of being separated from their children.

Fear Of Disappointing Others

We all feel a certain sense of obligation towards the people in our lives, but some people are extremely afraid of disappointing others. This kind of fear is similar to the fear of embarrassment and the fear of rejection because it means that the person puts a lot of stock into how others perceive him or her. The fear of disappointing others can occur naturally, and it can be useful in some situations – parents who are afraid of disappointing their families will work to provide for them, and children who are afraid of disappointing their parents will study harder at school. In this case, the fear is constructive. However, it becomes unhealthy when it is directed at the wrong people, or when it forces you to compromise your comfort and happiness.

When manipulators find out that you have a fear of disappointing others, they will try to put you in a position where you feel like you owe them something. They will do certain favors for you, and then they will manipulate you into believing that you have a sense of obligation towards them. They will then guilt you into complying with any request whenever they want something from you.

Chapter 7

HOW THE DARK TRIAD CAN BE APPLIED

We must understand the three parts of the Triad and the different ways that it can manifest itself in actual behavior. Let us look at the behaviors that can show this in each of the three Triad areas.

Machiavellian Actions

They are almost as concerned with it as they are with pursuing their self-interest above everything else. So, how do you expect a Machiavellian person to act? This action can be hard to recognize because these kinds of people are, in their nature, adept at being able to hide all their true intentions from public scrutiny. However, there are a few different signals that you can see when you are dealing with a Machiavellian person.

First off, these people are going to have a very clear distinction between what they are and how they come across when they are out in public. For example, there are a lot of cases where a serial murderer was able to get away with the crimes for a very long time – and the main reason for this is because their outward image is so far removed from what people imagine a murderer to be like.

An excellent example of this could be a religious leader. This person would spend time running their congregation, doing charity work, and seem like they always help regular people. But then on the side, they will commit horrific acts of violence. This person's public actions are the masks that hide the private side away from scrutiny for a very long time.

Of course, there are examples of this distinction in areas that aren't as extreme as serial murder. There are many talks where the leaders in the field of business were able to ruthlessly cut jobs to get profits, without worrying about the people it would hurt. And these bosses, if they are talented with the work, can act like they are behaving in this manner because it is a necessity – rather than just because they want more money.

Another hallmark that you will run into with Machiavellianism is a willingness to exploit other people. Let us keep with the idea of someone who started working in a new office. Someone who is not a Machiavellian would look around that office and see that there is a room of different co-workers that they could get to know. But a newcomer, who is a Machiavellian, would see each person in front of them as another resource to exploit or use. Instead of seeing these people as fellow human beings, the Machiavellian individual would focus on finding weaknesses and other things to exploit when it works for them.

Another principle of Machiavellianism that comes from "The Prince" is the idea that the person will only keep their promise or their word when doing so will serve their self-interest. Many people believe that a Machiavellian person is not trustworthy, but this is not quite right. If it is going to serve their interests to keep their word, such as when they want to build up trust with their victim, they will keep their word. And in many cases, when this type of person is not able to keep their word, they will be able to do it in a way that can make them appear noble and even praiseworthy in the process – leaving them in a good light, even when they decide not to keep with the promise.

And the final hallmark that shows up for this kind of person is the ability to instill fear in others around them. This idea comes directly from "The Prince" which urges a person to be both loved and feared at the same time. If the person cannot be both, then the book states that it is better to be feared than loved. This concept regarding the desirability of being feared and loved at the same time is directly related to the trait of splitting up the private and the public perception. The perfect Machiavellian can then inspire obedience and fear in the people who are most likely to claim that they feel love stronger than fear as a result.

Psychopathic Actions

A psychopathic person’s charm is a fairly common outward behavior. It is more of a superficial charm and never a deep or genuine one. If you think about someone who is genuinely charming, you would be able to pinpoint that they have a very positive

personality under the display of the behavior. This is not something that you are going to see when a psychopath is trying to be charming.

Psychopaths can show all the signs of charm, including an interest in those around them, an apparent warmth, and physical attractiveness. But the inward motivation to these displays can be a red flag. Psychopaths are only using charm to achieve their goals. They recognize that presenting charm to someone will make them feel good, which the manipulator may take advantage of. Remember that charm is going to be calculated and shallow, just like everything else a psychopath does. There is not going to be any depth of feeling behind the behavior.

Another sign of a psychopath is lying. Of course, lying is not enough to place someone in a psychopath's category, but when it is combined with other signs, it can be a problem. A psychopath will find that lying is very natural and can do it in a very convincing manner. They also would not show any signs of lying simply because they do not have an emotional attachment or any feelings of excitement, guilt, or shame about their lies. In a psychopath's mind, lying is just "doing what is needed at the time," nothing more and nothing less.

A lack of remorse is another feature that is going to show up with a psychopath. Many people who have committed crimes, such as murder, would show a sense of shame or guilt over what they do. But a psychopath is not able to feel remorse at all. They can do these actions and these crimes without any feelings about it. Linked to this is a lack of guilt. Most humans are going to feel at least a little guilty when they go against a moral norm. But psychopaths are not going to think in terms of what is right and what is wrong. They look at things in terms of what is useful and what is not useful to them. Remorse and guilt do not fit into this at all.

Psychopaths are often incapable of empathy. They may be able to fake it if it suits their goals, but they do not have real empathy at all. Other humans are just there to provide something of value to the psychopath. If the psychopath sees that something bad is happening to another person, he will just wonder how this affects him/her or could use that to his/her advantage. It would never be a feeling of empathy towards that person.

Narcissistic Actions

An early sign that can show up with a narcissist is fantasies and even daydreams about immense status and power levels. Many narcissists will report that they had fantasies of being adored and worshipped even when they were children. While many non-narcissistic people may have this kind of daydream on occasion, they will feel that they deserve this elevation and praise because it is their basic right. And the fact that there are times when they are not being revered or worshipped is seen as a personal affront to these people.

They believe that the statement, "I am better than most people. They are not worthy of me. I am above them." is something that most narcissists will feel. Yes, there are times when humans are going to have an inflated sense of self-image, such as after a significant achievement. But a narcissist will view praise and flattery as something that they should get all of the time, no matter what circumstances are going on around them.

The inflated sense of self-worth that the narcissist experiences internally can show up outwardly as well. This can show up in two ways. They will always need praise and agreement, and they will despise any form of rejection or criticism. The approval of others and all of the praise are like oxygen to the narcissist's ego, and they just cannot function without it. Things might get ugly if the people around them aren't complimenting the narcissist.

An example of this is a dictator who is in a hermit state. These people will demand worship from those over whom they have control, asking that statues be built in their likeness in exchange for complete acceptance and obedience. When one of the people disagrees or commits an act of dissent, they will be punished harshly and quickly.

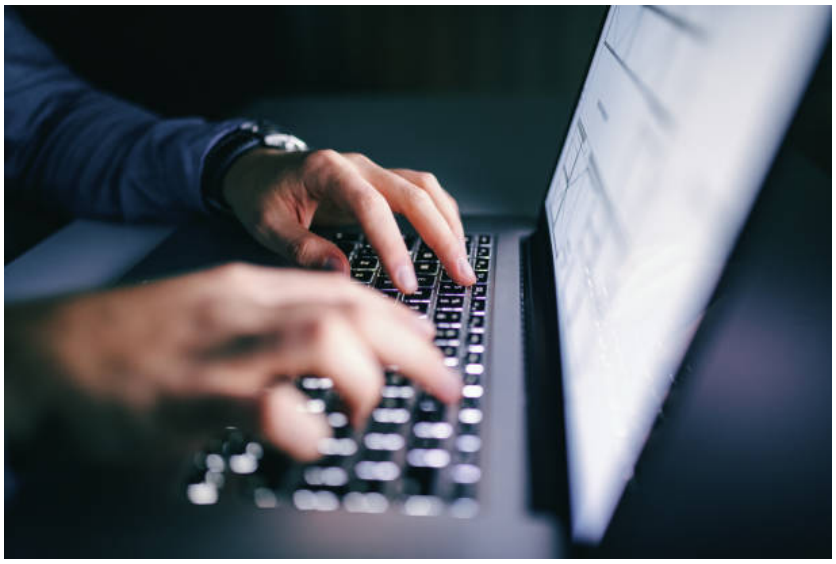
Sadism

Sadism may not be one of the Dark Triad aspects, but it is still something necessary to add to this. Modern researchers into psychology have proposed that the Dark Triad is composed of four parts and that a sadistic personality disorder should be added to this. Sadism is sometimes the hardest personality trait to understand because it is often the least relatable out of all of them. Sadism is when the person derives some sort of pleasure from the suffering of others. This could add a new and worrying dimension to the preexisting traits that we have conferred above. They would not be sorry if the Machiavellian leader wished to make others suffer. If somebody were a sadist, though, they would relish the pain. They would take pleasure in the heinous atrocities that take place.

The feature that will set sadism apart from some of the other aspects of dark psychology is that it is all about cruelty. This cruelty is just there to please the one using it. It is not there to serve a larger purpose. It is not there to give the manipulator any control. Sadists are only interested in inflicting pain on others because it is amusing to them, and they like seeing it.

Chapter 8

THE INTERNET AND DARK PSYCHOLOGY



Psychology is a science that encompasses the study of human thoughts, behavior, emotions, and the mind. The beautiful thing is when one gets a deeper understanding of how psychology operates, it can significantly benefit ourselves and our everyday interactions with others. Man is a social being – therefore, it must process social behaviors that psychology seeks to understand, usually explains, and sometimes predicts.

A large part of psychology aims to diagnose and treat mentally derailed individuals who possess a threat to the general public.

Psychology is all around you – your everyday activity, and your interaction with others, that TV commercial you saw recently, the print ads, the website you are most frequently on, and so on.

Interestingly, there is psychology involved in any human problem, no matter the age or gender, and psychologists aim to make life better and improve human behavior. Part of this, as we know, involves looking at the darker side of human nature.

Dark psychology aims to understand the various thoughts, reasoning, perception, or feelings that often lead to human predatory behavior that leads to the inhumane and

brutal victimization of others without any reasonable human comprehension.

Internet trolls can also be an agent of destruction. An Internet troll starts a quarrel and offends people online. According to psychology, such people may have dark personality traits. They live a life based on their sadistic nature, and others must suffer the same fate – they naturally make you feel bad. Most times, there is a psychological disorder triggered by experience or an ongoing occurrence. When you encounter a troll, the best thing to do is completely ignore them as they feed on your suffering, which gives them great pleasure.

These internet trolls can be called predators. These people are first-class cyberbullies, stalkers, criminals, sexual predators, and the like. They use the power of the Internet to gather useful information about their victims or targets.

A predator can be a group of people or persons that, directly or indirectly, enjoys stalking, exploring, and victimizing unsuspecting individuals by using the power of information communication technology (ICT). They are often consumed with their desire for power, fantasies, or just suffering from loneliness and searching for acceptance. A predator can be of any age, gender, or economic status. Once upon a time, all we had to deal with were human predators. But with the rise of the technological age, things are now even more complicated as predators harness ICT's power and use it to their advantage – creating profiles and becoming almost untraceable.

Dark Traits and Online Activities

The Internet is a world of its own. It is a chain of networks communicating with billions of other systems. You have access to almost anything you can think of. Despite having wonderful advantages, the disadvantages can be life-threatening. One of the common disadvantages is that people who spend a lot of time working in front of a computer often get ill. They get weaker, develop eye issues, back pain, and so on. Some people develop addictions, some fall into depression, and suffer from serious health issues, while many end up with serious social issues or psychological disorders.

The Internet takes the different behaviors and activities we engage in offline and makes them practical online as well. Imagine someone addicted to sex, games, or shopping. When such a person gets online, it becomes unlimited, which later turns into a habit. If the Internet has such an effect on the average person, imagine what dangers it would pose in the hands of a predator. Narcissists are proud and lack empathy. Machiavellians are manipulative and lack morals, while psychopaths are selfish and remorseless.

Categorically, the dark personality triad is a big influence on the behaviors of predators that troll online. The online behavior of a psychopath can be remorseless while a Machiavellian manipulates, and a narcissist is preoccupied with getting attention. With all of these traits in mind, one can easily pinpoint an internet troll that possesses a dark personality. Several researchers discovered that dark personality triad behaviors are

mostly found on their social media platforms like Facebook. Most trolls have a psychopathic tendency and promote themselves or their social status using social media platforms.

Because he/she is proud, his/her online activity is a demonstration of superiority, as evidenced by the photographs he/she uploads that demonstrate his/her money and success. They can be greedy and arrogant, or they can be domineering and driven by a desire for power and status. Machiavellians, on the other hand, seek to manipulate and deceive unknowing victims to achieve their own goals. The psychopath, in their way, is the most destructive of all the three personalities.

The psychopath has no conscience, is violent, and very aggressive. Hypothetically speaking, psychopathy in the form of trolling is more frequent among popular people on Facebook. On the other hand, a narcissist might not be a troll but will see themselves as superior to everyone. They look down on people, and they believe that they are special. Psychopathic traits can be sadistic, and they may find pleasure in harming others for fun's sake. So, it is acceptable to say that abnormal online behavior is mostly psychopaths.

Chapter 9

HOW NOT TO BE MANIPULATED

How To Defend Yourself from Manipulators

We are, at the end of the day, humans. It is precise because of this that we can focus on other people's perspectives in whatever we do. We crave and enjoy receiving validation from others so that we may make an unconscious decision about whether or not we will be depressed. The norm in the millennial era has been to brag about their money on social media. Many of these braggings are often the reality but in the end, this leads to a loose connection with reality. This kind of self-deception can penetrate the human system to the point that a victim may one day wake up and realize that her beautiful environment only exists in her servant's mind. Depression will closely follow suit. The first step towards protecting yourself against persuasion and manipulation is to confront the scenario and to take the position of disrupting any illusions. You will not be able to live your lives normally. You must exercise caution in regulating your own decisions and then deciding to perceive things for what they truly are. This deal, which appears to be too good to be true, may be true. Another thing you should do is to trust your gut impulses. Sometimes you have been told a lie in the most professional manner possible. But at a specific instinctive rate, you can feel an imbalance between what

should, what is, and then what is projected on you. There might be no physical sign that something is wrong, but you think that something is wrong. The next significant thing when you ask questions is to hear the answers. This can sound unbelievable because you are going to listen to the responses. The reality is that we can deceive ourselves by choosing the responses we receive. We say that we look, but we only care about the reactions that we want to hear and not the answers that we receive. Although you may have broken your illusions, some of you still cling to their comfort. Because of the suffering that comes with dealing with the situation, you would not get genuine answers to your inquiries. Actual hearing needs a sense of detachment, but that is not the case this time.

You must get rid of your feelings. Your detachment from your emotions would lead you to the next step in processing the new data logically. It can make situations more complicated than they have to be. It makes it so hard for your exit strategy, to allow all feelings to cool down and spring. The irrational part of you may want to let everything go to hell when you face reality. Your justified anger can encourage you to take short-term measures to calm your feelings. But you may come to regret these actions in the long term. This does not mean that you should deny your emotions, but it also does not mean that you should not act on these emotions. First, deal with the situation and later deal with your emotions.

Act Fast

It is wonderful that you have come to terms with the truth. But defending ourselves against this evil, deceitful method entails so much more. It is frequently intense and exciting at first as you struggle to protect yourself from the claws of these manipulators. The intensity of these emotions can lead to negation over time. The longer you take any action, the quicker the denial will begin – and if it occurs, there is a strong likelihood that you may fall back and end up being trapped on the same internet. You can avoid this by taking action as soon as you know someone is attempting to manipulate you. This can be done in the most natural way possible, such as informing a close friend about details of a specific incident. This will set in motion all of the events that will finally lead to your liberation. You should understand that after choosing to behave, the fabric is made of sturdier material than glass. The illusion can work its way back to your core by using fragmented parts of your feelings to solve it. When a liar is caught, they may try to have others carry out the deception if they believe they no longer have you in their sights. A disgruntled partner with whom you have recently had problems would try to persuade you to rethink your opinion by using the other shared linkages in your lives. If you want to come out of this alive, you will need to use both your reasoning and your instincts. While the reality is that discovering you have always been lied to leaves you emotionally traumatized, you are nevertheless unaffected by the situation. Priority should be given to following the path that will allow you to reach this poisonous

condition without causing further harm. Mentally, you are all over the place. Rage, hurt, and disappointment is the tip of the iceberg. But you must logically believe. Keep your head above the water and warn yourself.

Get Assistance Quickly

When you are trapped in the manipulations of others, confusion is one of the feelings you would encounter. This will obscure your rational thinking and make you feel helpless. You could even question the truth of what you are currently facing. If you continue to have those doubts, it will lead to denial. You will likely want to say that you have the whole scenario wrong. You misunderstood specific stuff and came to the incorrect conclusion. Such thinking would lead back to the weapons of the manipulator. Resist the desire to accept a second opinion. In a health crisis, people go to another physician to get a second view. This is to clear any doubts about your first diagnosis and to confirm the best course of therapy for you.

Similarly, receiving an opinion from another person can assist you in discerning reality and your next steps. Just remember, it is better to go to someone who has proven to have your best interest at heart. The next step is to confront the perpetrator if you have the assistance that you need. It is recommended that you choose the scene or place for this. Select a location that provides you the upper hand. That would involve some cautious planning on your part. If the offender exists in the cyber world, especially if you have been swindled by the person, you must engage the police and the authorities concerned. Do some of your research to find out the truth. After you face the offender and take the measures you need to get out of the scenario, the healing method must begin rapidly. The extent and severity you have been harmed, manipulated, or abused do not matter. You have to be able to go through it and wait for your wounds to be "healed", rather than sitting on your bed and living the past.

Although time would provide you with enough distance from your experience, you would rarely be able to cure emotional scars if you learned something from this book. If you do not act, an unhealthy scab will form over the wound, making you just as vulnerable as you were before. Speak to a consultant, take part in the treatment, and actively facilitate the healing process, regardless of what you choose. It will not occur overnight, but you are sure you get nearer each day with every phase of your treatment.

Have Confidence in Your Instincts

While your brain interprets signals based on facts, logic, and experience, it operates in the opposite direction by filtering data through an emotional filter. The only thing that takes vibrations is your intestine that cannot pick up either the heart or the brain. You will be less likely to be tempted by others who try to manipulate you if you can cultivate yourself to the point where you recognize and train your inner voice. It is difficult to

acknowledge this voice at first, and this is because we have permitted sounds of doubt, self-discrimination, and the loud voices of the critics within and without drowning our authentic voices in our lives. This voice or instinct relies on your survival. So, trust that your brain cells will still be able to process stuff in your immediate area when it starts. Some individuals call it intuition, some call it instinct – and they do the same, particularly when it comes to relationships. You must acknowledge that starting to trust your instincts may not always make logical sense. If you have ever been doing something and felt like you were suddenly watched, then you understand what this means.

You have no eyes at the back of your head, no one else in the room, but a slight shiver runs down the back of your neck, and you are gazing at the "sudden understanding," which is exactly what is being discussed. The first step in connecting with your instinct is to decode your mind with your voices. You can do this with meditation. Forget about conversing and focus on your core. You are the voice that you recognize. After then, pay attention to your thoughts. Do not toss your head's eclectic monologues out the window. Rather, go with the flow of your thoughts.

Why do you believe in somebody somehow? How do you feel so deeply, even though you knew each other for only a few days? What's this nagging feeling about this other individual? You become more sensitive to your intuition as you explore your ideas and know when your instincts start and respond to them. You might have to learn to stop and believe if you are the individual who, at present, wants to make stimulating choices. This break provides you the chance to reflect and assess your options. The next part is hard, and many people cannot follow it. You cannot sail or navigate this step, unfortunately. You need to be open to the concept of self-confidence and trusting others to believe in your instinct. Your lack of confidence would only make you paranoid, and when you are paranoid, it is not your instincts that kick. It is your fear! Fear tends to turn into a mountain from a molehill. You must let go of your fears, embrace trust, and take control of your new relationships. Without the mental blockages of fear, you can hear the voice more clearly. Finally, you must reevaluate your priorities.

If money and worldly possessions are at the forefront of your consciousness, you may not be able to see the past. Any contact you have with people will be seen as somebody trying to take advantage of you, and this will quickly become the fact if you live like this all of the time. Let us be clear – we bring what we believe in into your lives. If you always think about material wealth, you will only attract individuals like yourself. Look at your interactions with this new view with this guide – the old, the new, and the outlook. Do not enter into a partnership you expect to play. Be accessible to them, whether it is a business relationship, a romantic relationship, or just a regular acquaintance. You can receive the correct feedback from your intuition. Do not believe that if you come across suspects, your gut instinct would advise you to turn around.

CONCLUSION

Thank you for reading this book. Throughout history, we have seen countless examples of masters using manipulation tactics to control their slaves. The word "master" implies an authority figure who is in charge and has knowledge above that of the slave. This could be a parent, a leader of some kind, or simply someone who is in charge of keeping the slave in submission. The word "slave" implies that the slave has no choice but to obey the master.

The master and slave relationship is most often implemented by perception. If you can convince someone that you are above them, and they are below you, then they become a slave.

Why do we allow ourselves to be submissive?

We are influenced into believing that we must follow authority figures because they are superior to us – we do not question their actions and have no right to do so.

Many of us do not realize that we are being sold lies and that our perception of the world is twisted. This is why many people who are born into religions are unable to break free from their faith. While religion may seem like a wide network of friends and a community to everyone else living inside it, it is just one person controlling everything.

Religion is one master controlling millions of slaves.

Think about it for a second. There are probably about ten people running the show, but none of the followers know about this because they have been sold lies and brainwashed into believing that they must obey their leader with no questions asked.

Once you understand the concept of how religion works, it becomes so much easier to see why things are the way they are. When you look at things from a different perspective, it becomes easier to understand and look beyond appearances.

Good luck.

HOW TO ANALYZE PEOPLE

A Speed Guide To Analyzing People
Through Their Personality
And Body Language

INTRODUCTION

Human beings are an inherently curious species. We love to know and understand everything that is happening around us. Our biggest fears are usually rooted in our inability to know what people are thinking about us. We love to present ourselves as knowing and understanding nearly everything.

Analyzing people will help you customize your responses to the needs of other people thereby making you get the upper hand in nearly all situations. Analyzing people will help you create people-centered responses and reactions thus leading to less inimical situations than otherwise.

Analyzing people and being able to read their thoughts will help you connect yourself to the other person so that communication will be more open and chances of achieving common ground increase despite being on opposite teams. Reading people's minds helps you see their perspective without being judgmental thereby giving you the power of objective observation.

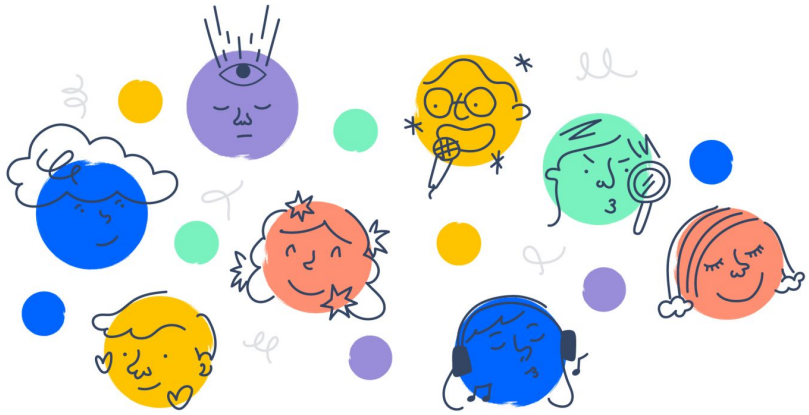
When you speak to someone after you have analyzed the person in question, you will have the power to tailor your ideas and thoughts in a way that the other person also accepts. You will be able to do this because you have already been in the other's person's shoes and can easily gauge his or her weaknesses and fears. Thus, you can use your communication skills to present even a seemingly conflicting idea or concept to the individual(s) without antagonizing them.

People analyzing skills will help you interpret their true feelings that go beyond the words they are using. They could be disagreeing with you but there could be some subtle undercurrents in their behavior that will tell you that the disagreement is only partial and if a particular point is taken care of they are willing to sign on the dotted line. People with great analyzing skills make the best leaders and the best negotiators.

People who can do great analysis can read between the lines, can read between gestures, can interpret seemingly invisible changes in the tone of voice, and more. Analyzing people is one of the key skills that help in your personal and professional success. So, don't waste time and read on so that you can learn and master the art of analyzing people.

Chapter 1

PERSONALITY ANALYSIS



An individual's 'personality' is loosely defined as a collection of traits and characteristics that give people their distinctive character. Throughout the years, there have been countless psychologists who have tried to encapsulate the meaning of a personality - from Freud to Erikson, to Jung, and many others - and all of these experts have contributed greatly to our understanding of the abstract concept.

Knowing an individual's personality is an important part of decoding people because it tells you how they might act or speak. Their personality will show you their tendencies and social patterns, allowing you to generate a more accurate prediction of how a specific encounter might go.

The Myers Briggs Test

Carl Jung was a Swiss psychiatrist and psychoanalyst who dedicated most of his life to understanding the human psyche. Through his research, he was able to publish several books that gave readers his interpretations and understanding of the human personality. Soon, English translations of these books found their way into the hands of Katharine Cook Briggs - an academic and an avid reader and writer.

Before finding Jung's books, Briggs had already developed her theories on personality. She formulated 4 categories of personality types after noticing that her soon-to-be son-in-law had a different set of characteristics compared to members of their family. Upon

reading Jung's books, however, she discovered that the psychoanalyst had a far more extensive understanding of personality.

This prompted her to further develop her system, which led to the iconic Myers-Briggs Type Indicator - a personality test that she developed with her daughter, Isabel Briggs Myers. This test is now used widely in employment and school evaluations.

Limitations of the Myers-Briggs Type Indicator

While it is widely used and applied in various fields of practice, the Myers-Briggs Type Indicator isn't without its flaws. In fact, throughout the years, countless critics have made comments about the MBTI's reliability, especially because it can give a person different results with each take.

On top of that, the test does not take neuroticism into account. So, individuals with neurotic tendencies might not be detected by the exam. Finally, the test doesn't provide any accurate measures for what it detects, so it's hard to understand exactly what it tries to understand given that the concept of personality is so abstract.

Even then, using the Myers-Briggs for purposes that include decoding a person can be good enough to get a better understanding of what lies underneath the surface. However, as any cautious detective, you need to be aware of the method's limitations to guide your premises and conclusions.

Concepts and Basics

The Myers-Briggs Type Indicator (or MBTI) is a personality test that can result in 1 of 16 different personalities. The test is administered by asking the examinee to indicate whether they agree or disagree with a statement by choosing an answer from a scale. This also measures the extent to which they agree or disagree.

Each personality type is defined by an acronym of 4 letters, each one corresponding to the specific inclination or tendency a person has which is determined to be most prominent in a list of dichotomies. There are 3 subcategories, and these are attitudes, functions, and lifestyle preferences.

Attitudes

The first letter in every Myers-Briggs personality type refers to either extroversion or introversion so that each of the 16 types will either appear EXXX or IXXX. This first letter designates the individual's attitude, which was described by Myers as the tendency to act either inwardly or outwardly on thoughts and ideas.

Essentially, extroverts are more inclined to execute an action. They move and speak to fuel their motivation. Without this physical manifestation of energy, their motivation tends to decline. People who are introverts are more likely to reflect and think. They prefer inward manifestations of their energy and are more motivated with tasks that require rumination and deep thought.

Here are some of the basic differences between introverts and extroverts:

Extroverts	Introverts
Action-oriented	Thought oriented
Prefer a wide knowledge base that crosses over to different concepts	Prefer a deep knowledge base that explains specific information in detail
Enjoy frequent interaction	Enjoy meaningful interaction
Draw energy from socialization	Draw energy from being alone

How Do You Identify an Extrovert or Introvert in Public?

Of course, drawing this information back to Sherlock, the true value of knowing the attitude types is being able to detect them in real-life situations. In this case, you might consider someone an extrovert if they seem to enjoy socializing, if they seem energized with physical activity and if they present a commanding aura that takes control of interactions.

You might call someone an introvert if they prefer isolation, if they enjoy small meaningful gatherings and socialization, or if they seem energized when allowed to explore ideas, thoughts, and concepts away from the company of other people.

During social interactions, it's possible that someone who is an extrovert might be more interested in direct engagement and conversation. They also tend to be far more vocal about their ideas and opinions, making them quite the challenge to debate with. On the other hand, someone who is an introvert might be much more comfortable having you take the reins of a conversation.

Introverts, as a general rule, are far harder to decode because they internalize everything they think and feel. However, because they are more interested in meaningful interaction, tapping into what they find important and relevant can make it possible for you to get them to become more expressive.

Functions

There are two pairs of functions according to Myers - these are the perceiving and the judging functions. The perceiving functions describe how a person interprets information or data, and the judging functions indicate a person's tendencies when it comes to deciding based on the facts that have been presented.

The perceiving functions are sensation and intuition. As a general rule, people have dominant traits in a specific dichotomy, but it never means that the other is completely

disabled. Everyone has these traits to some extent, it's just that one or the other is more prominent and likely to be used.

Sensation pertains to a method of information processing that uses the 5 senses. This is a more empirical method of data interpretation in which a person prefers to rely on perceivable details. They prefer to dwell on data that's present, tangible, and real as opposed to information that comes from hunches or guesswork.

Intuition, on the other hand, is a method of information processing that dwells more on the unseen. These people use their gut to feel for the right conclusion, even if that means their conclusion won't be based on factual, tangible information. They're often more interested in the possibilities of the future, so they won't limit themselves to choices that are bound by facts.

The judging functions are thinking and feeling. These are decision-making functions that are used when a person needs to arrive at a resolve given a set of information.

As the term suggests, people who use their thinking function to decide do so from a somewhat detached standpoint. They use logic and reason and prefer to look at the facts before arriving at a thoroughly thought-out decision. However, that decision affects their emotions or the emotions of others around them isn't a top concern in the decision-making process.

On the other hand, people who use their feeling function when deciding are more inclined to use the emotional context of the situation instead of simply dwelling on the facts. They prefer outcomes that generate harmony, making choices that suit the benefit and preference of the general census.

According to Jung, each person uses a dominant function in combination with an auxiliary function. The psychoanalyst has also suggested that we use a tertiary function to a much lesser extent, with the fourth function taking the role of a 'shadow'. In all cases, the shadow or fourth function is the opposite of the dominant function.

Lifestyle Preferences

In this dichotomy, there are two options - judging and perception. This is an added facet of the Myers-Briggs Type Indicator which wasn't available in Carl Jung's model. The purpose of this dichotomy is to decipher a person's preference in using either their judging or perceiving functions.

People who manifest the judging function as their lifestyle preference are those who navigate the world using their judging function most predominantly. This means that TJ individuals (or thinking/judging) are seen as logical people, while FJ individuals (or feeling/judging) are seen as empathetic.

In the same way, people who tend to prefer perception navigate the world using one of the two perceiving functions. That said, individuals who are SP (sensation/perceiving)

are seen as concrete individuals who use reliable facts. Those who are NP (intuitive/perceiving) are usually considered or labeled abstract thinkers.

The 16 Personality Types

Although Jung had originally come up with 32 personality types, the Myers-Briggs Type Indicator condensed the types into just 16. These personality types use combinations in each dichotomy to come up with a holistic idea of a person's tendencies.

While it doesn't specifically predict a person's reactions, it does tell you the kind of response you can expect. The personality types shed light on the type of interaction a particular person might prefer, given the specifics they fall into under each dichotomy.

ISTJ Sincere, analytical, reserved, realistic, hardworking, responsible, and trustworthy	ISFJ Warm, considerate, gentle, thorough, pragmatic, devoted, caring, helpful, responsible	INFJ Idealistic, organized, compassionate, gentle, prefer harmony, enjoy intellectual stimulation	INTJ Original, innovative, independent, strategic, logical, reserved, insightful, driven
ISTP Action-oriented, enjoy understanding the mechanical functions of things, spontaneous, analytical	ISFP Gentle, sensitive, flexible, helpful, realistic, interested in practicality, strive for a personal space that's logical and beautiful	INFP Sensitive, creative, idealistic, caring, puts great value on inner harmony and peace, focuses on dreams and goals	INTP Logical, precise, reserved, flexible, original, enjoy speculation, can come up with creative solutions to problems, imaginative
ESTP Outgoing, realistic, action-oriented, curious, pragmatic, skilled negotiator	ESFP Playful, skilled at negotiating, strong common sense, friendly,	ENFP Enthusiastic, creative, spontaneous, optimistic, supportive, enjoys	ENTP Inventive, enthusiastic, versatile, inquisitive, strategic,

	spontaneous, tactful	engaging in new projects	enterprising, enjoys new and unfamiliar challenges
ESTJ Efficient, outgoing, analytical, realistic, systematic, dependable	ESFJ Friendly, outgoing, reliable, practical, helpful, prefer to please others, enjoys activity and productivity	ENFJ Caring, enthusiastic, idealistic, organized, diplomatic, responsible, skilled communicators	ENTJ Strategic, logical, efficient, outgoing, ambitious, long-range planners, effective at organizing people

Understanding the personality types entails breaking their corresponding acronym down into parts. The first letter always represents the attitude that would either be extroverted or introverted.

The second and third letters are representative of the functions. As a general rule, this letter combination can't be represented by two letters from the same dichotomy. For instance, an individual can't be both sensing and intuitive since they're both perceiving functions. A person can't be both thinking and feeling since they're both judging functions. That said, the only combinations for the second and third letters can be SF, ST, NF, or NT.

Finally, the last letter in the 4-letter acronym represents the lifestyle preference for that specific personality. This can be either perceiving represented by P or judging represented by J.

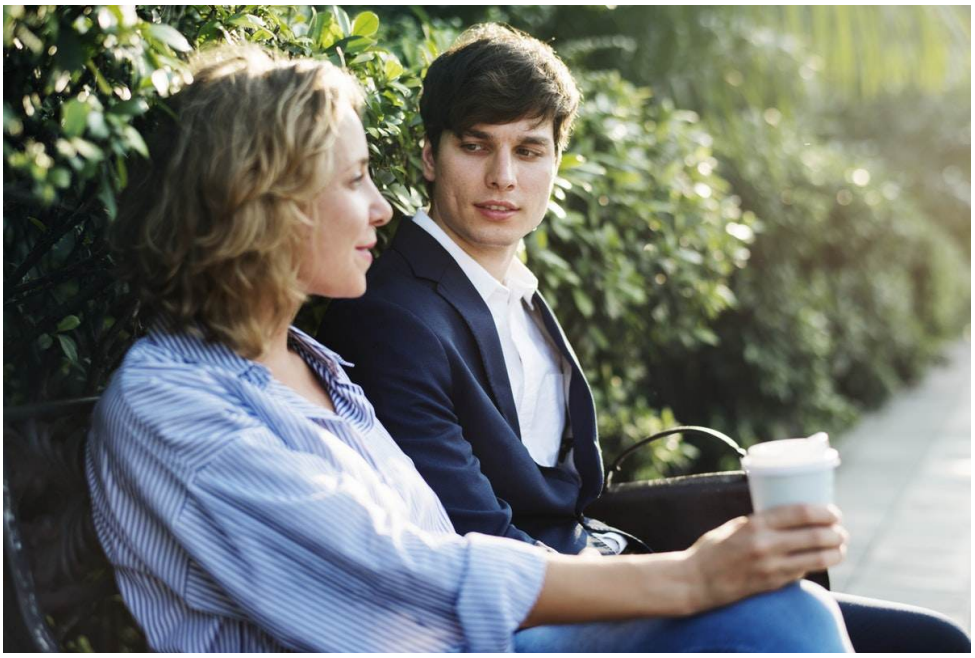
All that considered, we can now decipher that a person who falls within the ISFJ personality type - the most common among the population - manifests an introvert-sensing-feeling-judging personality type.

Keep in mind that there's far more to each of these personality types than what's stated in this short table. Each type comes with extensive elaborations that discuss the personality in-depth, so it might be worth reading up on the different types to familiarize yourself with each one.

Stocking points of information for each type into your mind palace can help give you keys to understanding each person you encounter based on the type that you identify them to be.

Chapter 2

BENEFITS OF ANALYZING PEOPLE



Your capacity to analyze people might determine whether you will succeed or fail. Human beings are social animals. We almost always need the input of other human beings to achieve our important life goals.

Human conduct, the potential, and communicated limit regarding physical, mental, and social movements during the periods of human life.

These stages are pre-birth life, outset, youth, youthfulness, and adulthood (counting seniority). Human improvement, or formative brain science, is a field of concentrate that endeavors to portray and clarify the adjustments in human psychological, enthusiastic, and social abilities and working over the whole life expectancy, from the hatchling to seniority.

Most logical research on human advancement has focused on the period from birth through early immaturity, attributable to both the rate and greatness of the mental changes saw during those stages and to the way that they come full circle in the ideal mental working of early adulthood. An essential inspiration of numerous specialists in the field has been to decide how the coming full circle mental capacities of adulthood were come to during the former stages.

But what happens if we take on people that are unfit for their roles? We suffer defeat. Thus, it is of utmost importance to be able to analyze people. The following are some benefits of analyzing people.

It Helps You Know Your Allies

Whether you like it or not, the entire world will not take a liking to you. Some people will be for you, and other people will be against you. To maximize your chances of success, you must work with people who like you while ignoring those who dislike you. Your capability to analyze people will help you single out who are in favor of you. Considering that people can be pretty complex, your capability to understand their true persona cannot be overstated. For instance, if you're pursuing a career that involves serving the public, you will find yourself surrounded by all sorts of people. Not all of those people wish you well. Nevertheless, in the same breath, not all of them are against you. In such a situation, you have to exercise a lot of care, lest you end up working with your enemy who will eventually bring you down. If you tell your secrets to the enemy, he will run out there and spill it all. If you get close enough to the enemy, he might sow bad thoughts into your mind, which will see you taking the wrong direction. All of these can be avoided by sharpening your capability to tell good people apart from bad people. Of course, this is not a skill you can develop overnight. You have to practice repeatedly until you are good at spotting the fake ones.

It Helps Avoid Conflict

In most cases, conflict arises because of a disparity in expectations. In a relationship, if the man expects one thing from his mate, and his wish is never met, it can cause him grief. And the vice versa is true. These are the kind of scenarios that cause conflict in a relationship. If the man had taken the time to understand what their partner is like, they would not be shocked later time, when their partner behaved a certain way. Thus, it is important to understand the person that you're getting into a relationship with, for this will minimize your fights. Analyzing a person helps you understand their triggers. You get an opportunity to decide whether you want to involve yourself with them. If you're looking for a life partner, there are some things that you cannot compromise on, and so, you must analyze potential candidates to find out whether they possess these characteristics. If you ignore this step, you are at the risk of having a tumultuous marriage. Understanding what other people's personalities are like is a form of educating yourself on how to act or not act in front of these people. When you learn that someone is not into corny jokes, you will stop yourself from acting in a corny way, and in the same breath, when you realize that someone has a very fun attitude, you will try not to be a bore.

It Allows You to Appreciate Diversity

Human beings are incredibly diverse. And this is a good thing. You cannot understand this diversity until you pay attention to other people. Someone who comes from Asia might exhibit certain personality traits that differ from the average American. This is not a chance to bash the Asian for being different from you, but rather, it is an opportunity to appreciate the uniqueness of the Asian. People who bash others for being different from them are simply narrow-minded. Analyzing people gives you the power to recognize and accept our differences. It makes you a more cultured person. If you travel to other parts of the world, you will easily fit in because you have a mindset of adjusting. On the other hand, someone who is opposed to recognition and appreciation of diversity will find himself at loggerheads with people who are unlike him.

It Helps You Fine-Tune Your Goals

We do not live in a vacuum. The activities, words, and behaviors of other individuals will influence us. Each individual has an icon that they see up to. Your icon is the individual that you simply would need to exchange lives with. Separated from giving you trust; your part demonstrates allows you to think about different qualities, you may require in that line of work. For occasion, on the off chance that you want to become a writer, you must know that it isn't almost about having dialect aptitudes, but you must progress your identity so that more individuals will not as it was comfortable around you, sufficient to open up and let out their privileged insights. After you take on the hone of distinctly watching other individuals, you're in a position to decide which career way suits your qualities.

It Helps You Understand the Motivations of People

At the end of the day, there's a motive behind every action, but these motives are not always obvious. Some people will instantly reveal who they are, but some people will try to downplay their real image. But if you're a good observer, you can always tell what is going on. By taking your time to analyze people, you are in a much better position to understand what their goals are. Having this knowledge helps you take self-preserving decisions. Manipulative people are known for acting or speaking in a way that won’t betray their manipulative agenda. Unless you are extra careful in your analysis of their persona, you might miss their motive, and become another one of their victims.

It Helps You Understand a Person's Strengths

Every human being has both weaknesses and strengths. The reason some of us become successful is that we capitalize on our strengths. Failure to capitalize on our strengths can make us feel disillusioned about life. The skill of identifying our strengths is

important in identifying other people's strengths. Thus, when you are looking for someone to work with, you will be in a position to identify their strengths and weaknesses, which will make your team of high quality.

It Helps in Predicting Behavior

Your capability to analyze personalities is vital in predicting how various people will act under different circumstances. Life is not one smooth ride. There are many challenges encountered on the road. In addition, for the most part, success depends on how we handle challenges. Being able to analyze various personalities empowers you to understand how people will react to challenges. For instance, if you notice that someone has the markings of a violent personality, or has anger issues, you might want to skip on that person because their violent nature will become soon apparent.

Chapter 3

THE PSYCHOLOGY OF BODY LANGUAGE

Words are universally used in every language to express and communicate with another person; they are known to be the means to describe one's feelings, thoughts or expressions. But sometimes, people communicate in an unspoken language which is known as body language.

Where words fail, body language helps describe a person's feelings, expressions, thoughts and reveal parts of their personality. If a child is in pain or he/she is sulking, they will cry, throw tantrums, and stomp their feet to show they are not happy about something.

In the same way, adults have various gestures to show what they are feeling without uttering a word.

Body language is non-verbal communication but is used along with verbal communication. It expresses our emotions, conveys our attitudes, demonstrates our personality traits, and supports our verbal communications — everyone uses this whenever we communicate with each other.

Many non-verbal behaviours vary across cultures, such as the thumbs up to signify "way to go" or "good job." However, the six primary emotions, happiness, surprise, sadness, fear, anger, and disgust are shared amongst all cultures. These six are instinctual and are not body language we are taught, but come from within us naturally. When we talk about body expression coming from within us, we mean, it comes from the subconscious level. And because it comes from the subconscious, it tells a great deal about the person we are.

Body language has been known to have a significant impact on interpersonal relationships. Even simple hand gestures can be interpreted in several different ways. To complicate matters more, other body movements and facial expressions can change the meaning of a hand gesture. Therefore, it may not be as easy as it seems to read body language.

People often do not realise it, but their body movements are an example of erratic behaviour that can give away their thoughts to others. Because different personality types exhibit different behaviours, you need to be conscious of how you move, as many times people can measure you by the behaviours you display.

It's important to remember that the gestures we call body language not only tell us a lot about other people, but these physical expressions of what we are thinking can tell us more about ourselves as well. Body language might be described as a mirror to the soul because what we are feeling is reflected in our posture and physical movements. How we carry ourselves can tell others what emotions we are experiencing.

The exciting thing about non-verbal communication is that it is a product of our biology, environment, and culture. Maybe that's why body language can cue others about our attitudes.

We may inherit certain traits, which influence how we project ourselves to others, yet we tend to use different forms of non-verbal communication depending on our relationships with others. For instance, you likely present yourself differently to colleagues at work than you do to your family members. Perhaps because the comfort zone varies, you become more cautious in particular situations, affecting how you react.

No doubt there is power in the way that you physically present yourself to others. While some gestures are intended, many of the body's responses when we communicate with others seem to be more involuntary. Unfortunately, unconscious body language sometimes causes us to reveal things that we do not want others to know about us. Some physical signs can give others clues about our emotional state or about what we might be feeling.

Your Head

Starting at the very top of your head is, of course, your scalp. Your hair (assuming you have it) can actually tell a great deal about your emotional state. People have bad hair

days for many reasons, but depending on the type of bad hair day it is, the reason might be your mood as much as it is the weather. When you're stressed, for example, you may even forget to run a comb through your frazzled locks.

People will know at a glance that you're not feeling completely pulled together. Similarly, a bed head after a long night out may be sexy to some, but it's not the look you want to cultivate to impress your colleagues at the office or at your kid's PTA meeting. Cut, color, or amount of hair aside, the fact that it's groomed lets others know that you're in control of the way your day is developing. If you don't have any hair, the problem is solved, but with your forehead more in evidence, you'll be giving away other nonverbal cues when you're frowning. There's not much you can do to change the way your permanent facial features communicate your feelings—your nose just is what it is. However, the parts of your face that reflect what psychologists call display rules play a vital role in letting others know exactly how you're feeling and maybe even exactly what you're thinking.

The most important of these are the tiniest movements involving the muscles around your eyes and mouth, called "microexpressions." One reason they are so important to understanding body language is that they can completely contradict the impression you're trying to create by what you're saying. You may want to hide the feelings of fear that you have when talking to someone you want to impress, but the little pulling back of the muscles around your mouth shows instead that you're panicking on the inside (make a grimace now and you'll know what I mean).

While you're grimacing, pay attention to what's happening to your forehead (bald people: take note!). You're probably raising your eyebrows, another cue to the discomfort you're feeling. People don't just show microexpressions of fear when they're afraid; they also do so when they're lying.

So, if you're trying to hide a little white lie, make sure you control those little facial muscles too. I'm not advising that you to lie, just telling you that if you've got no other choice, you'll have to stop that mini-grimace from appearing. Convince yourself that you truly like your best friend's new hairdo even if you think it's hideous, and your compliment will seem sincere.

Your eyes also communicate many important cues to your inner state. Most importantly, you need to strike the right balance between too much and too little staring at the people to whom you're speaking. Too much and you can make the other person uncomfortable; too little and you'll seem disinterested. You also want to avoid making superfluous insulting gestures such as the sarcastic eye roll, even if you think you won't be detected.

On the positive side, there's nothing quite like a friendly twinkle in the eyes to put other people at ease and take a immediate liking to you. Again, this doesn't need to be over the top, nor should the eye twinkle be brought out at solemn occasions. Under ordinary circumstances, however, a twinkle can break the ice, make you appear to be a

welcoming person, and give others a cue to the fascinating wit that lurks within you. (Be careful, though, that you, don't go so far as to wink.)

It's getting time to move on to the rest of the body, but before I do, I need to mention the chin and neck. I've never completely understood how stubbornness could be interpreted from the shape of the chin given that it's a fixed facial structure. However, if you habitually jut it out in front of you, it's possible that people will assume that you're somewhat obstinate, so just avoid doing that. Your neck, similarly, is a fixed bodily feature, but the way you use it to hold up your head is very un-fixed. Use your neck to hold your head straight helps to keep your eyes in front of you rather than staring at the floor or ceiling (which are bad body language signals), and you'll look poised and self-confident.

Your Torso

With your neck holding your head high, you'll also be more likely to align your posture. Keep your back straight and your shoulders from lurching forward to add to the impression that you're confident and in control of your feelings. On the other hand, if you want to appeal to someone's sympathetic side, you can sag a little all around, because you will look more in need of help. A chronic sagging posture, though, tells other people that you don't feel very good about yourself. Keep yourself upright, but not ramrod stiff, and you let the world know that you feel comfortable in your body and good about yourself.

Attached to your upper torso are, of course, your arms and hands. These upper limbs provide many opportunities for body language failures if you're not careful. You communicate anxiety or boredom when your hands fidget and anger when you cross your arms tightly. If you place your arms akimbo, you can unintentionally look arrogant. Of course, if you want to look angry or arrogant, these are great ways to communicate those feelings. If you'd rather not, then find some neutral way to keep your hands and arms from getting in the way of the positive impression you want to make. I was once told by a very accomplished colleague that the best thing to do with your hands, while you're sitting, is to gently hold them together in your lap. The folded hands keep you from over-gesticulating, another body language trap that can cause your feelings to spill out by the gallon. When you're standing, you need to find a similarly neutral way of letting your hands rest comfortably either at your sides or on some other convenient resting place.

Your Legs

Now onto the lower limbs. When you're in full view of someone else, whether sitting or standing, you're giving away a wide array of important cues with the body language of your legs. Tightly is crossing them while you're sitting in a chair presents a "closed"

view of yourself to others, as if you're trying to build a mini fortress around yourself. Splaying them out carelessly in front of you sends just the opposite message. You want to seem open, relaxed, and comfortable, but not so much that you look sloppy and so relaxed that you're ready to fall asleep. Women wearing skirts have obvious reasons to pay attention to the way they hold their legs. In fact, if you happen to be wearing a skirt that's too short, you probably will feel a bit awkward and nervous about a wardrobe malfunction. That anxiety can spill over to the rest of your body language, causing the situation to rapidly deteriorate as others will certainly notice your grave discomfort.

Anxiety can translate very directly into an unconscious leg- shaking (or foot-tapping, which I'll get to shortly). People with jittery legs apparently burn off more calories, but there are definitely better ways to work off those extra pounds, at least when you're in public situations. Shaking your legs while sitting sends a giant message to everyone around you about your inner feelings of anxiety or irritation or both. Your legs are the largest area of your body, so when they move, it's pretty hard for others not to notice. You can cure yourself of this bad habit by replacing the shaking motion with another action that will simultaneously calm you down. Crossing your legs at the ankles is the eq uivalent to folding your hands in your lap and doing both at the same time will greatly settle your feelings while it ramps up your poise factor.

Your Feet

I said head-to-toe, and that's where we are going to end this tour of your body language cues. As I indicated above, shaking your legs communicates anxiety, and when you shake those legs you inevitably shake those feet. However, your feet can get you into trouble with your body language all on their own. Tapping your toes is one way to show that you're in a hurry and anxious to get moving. You may want to tap your toes if you're trying to get someone's attention and don't want to say something rude. It's a little way of signaling that you're feeling time pressured without yelling or engaging in sarcastic eye- rolling. However, you do so at a risk. You may be ignored or perceived as rude. Better to handle your feelings of annoyance over being made to wait for by politely voicing your concerns.

Your feet also communicate confidence or fear by the way they move you from place to place. Your stride should be strong, and your gait as steady as you can manage, depending on your age and health. When you practice good posture, it will be easier to walk in a self- confident manner. On the other hand, slouching, slumping, or skulking makes you seem afraid of where you're heading. You may suggest, by doing so, that you fear the direction you're taking. Wearing the right shoes can help cinch the deal. Flip-flops, four-inch stilettos, or shoes that just plain don't fit can cause you to teeter or, worse, fall. It's hard to recover your self-composure after taking an embarrassing tumble.

Chapter 4

FACIAL EXPRESSIONS

The human face contains approximately 40 tiny facial muscles, all of which, in combination, can create hundreds of facial expressions used to convey emotion. Most of the conscious control of how we express our emotions lies in the face. Regardless of whether you're excellent at keeping eye contact with someone or not, for the most part, we spend a substantial portion of our social life speaking to faces. In social situations, we instinctively look to the faces of others for feedback, and in return, we use our facial expressions to add emotion to the words we use. Since we are adept at manipulating our faces, this also grants us the ability to have a facial expression that doesn't match how we truly feel internally at that given moment. For example, you can configure a smile on your face, even when you're having a terrible day, to convince others that nothing is troubling you. As you'll see, every element of the face plays a powerful role in how we perceive others and how others perceive us.

Eyes

If you've ever taken a moment out of your day and stared deeply into your own eyes in the bathroom mirror, you may have noticed just how elegant and pure your eyes are. That's why lovers get lost in each other's eyes. The eyes also can establish an aggressive tone when used to stare someone down. Both of these contrasting scenarios have something in common: They both involve levels of prolonged eye contact. Using your eyes to communicate non-verbally is the single most powerful way to induce strong and intense feelings in another person.

Eye Contact

Any article written about how to make a great first impression in the world of business and relationships will mention that eye contact is the essential key to achieving success in these areas. People who are skilled at maintaining eye contact are often perceived to be more confident, self-assured, and happier.

Making Eye Contact

The act of locking eyes with another person wields tremendous strength and requires a level of vulnerability most would find unsettling. How long one can hold a person's gaze says a lot about their self-confidence and how interested they are in you. However, when you find yourself talking to somebody who's giving you little to no eye contact, it doesn't always mean they have little interest in you. It may have nothing to do with you. Giving strong eye contact happens to be much easier when we're listening to somebody speak than when we're the ones speaking. When you're listening, you're merely taking in information from their words, as well as their body language. When you listen to a speaker, it's easier for the brain to process the message.

On the other hand, when you're the one who's speaking, you're concentrating on getting your message across, as well as watching your listener's face for their non-verbal reaction to your words. Our brains aren't optimized for multi-tasking like this. As a result, it's normal to look away every once in a while as you speak. Though listening is typically easier, you'll sometimes find that even when you're the one who is speaking, your listener might have a difficult time giving you eye contact. The reason for their lack of eye contact could be that they are too preoccupied with what they are going to say next.

This also suggests that limited eye contact is a possible sign of insecurity. Frequently trying to maintain eye contact in conversation can create a sense of fondness in others over time. It can also work the other way around. If you give yourself enough time, eye contact becomes more effortless as you grow more comfortable with whom you're speaking to. Eye contact held longer than normal can be a sign of attraction or a sign of dominance and aggression. However, we must be careful not to overdo our eye contact, otherwise, it can shift into staring, which is uninviting and creepy.

Breaking Eye Contact

Maintaining eye contact for a prolonged period can be intimidating, especially if we don't know the person well enough to justify staring deep into their eyes. When someone breaks eye contact with you, it usually happens when their anxiety or stress levels rise above their threshold. It could be in response to what was said in the conversation or from self-generated internal feelings. This behavior is frequently cited as a sign that a person is lying. It would normally be difficult for a person, not to tell the truth to look someone in the eye. However, over the years, this fact has become common knowledge. Dishonest individuals may intentionally sustain eye contact because they know that not doing so will arouse suspicion; thus, they will try to assume the behavior of an honest person, which is to give a healthy amount of eye contact comfortably. Darting eyes are characterized by the active avoidance of eye contact, which could mean that the conversation has caused them to look for a way out of the conversation because it's making them feel insecure and uncomfortable.

No Eye Contact

The reason why so many people shy away from making eye contact in a conversation is that they're sensitive to the vulnerability that it brings to the interaction. This is understandable since prolonged eye contact carries with it the potential of increasing levels of intimacy and connection between two people. As intimacy is nurtured, it can reach new heights of intense emotions with the power to influence you to act without thinking rationally. Simply put, love can make you do crazy things sometimes. If a person is already riddled with anxiety, the last thing they want is for somebody to gaze straight into their eyes and cause these emotional spikes in them.

Glancing

A split-second glance can expose the hidden desires of a person. We've all been in that situation when we see somebody attractive walk by us and can't help but catch a glimpse. In this case, glancing at a person signifies that you'd like to interact with them. Sometimes, a prolonged gaze directed at our desires is not socially appropriate. Glancing allows us to look without seeming too creepy. Glancing sideways at a person accompanied by an eyebrow raise is a sign of attraction. Without the eyebrow raise, it becomes a disapproving glance to the side. It's like you're communicating that you refuse to try to turn your entire head to acknowledge them.

Eye-Blocking

Any gesture that obstructs one's vision at any given moment can be considered an eye-blocking gesture, such as rubbing one's eyes and slow blinking. This type of gesture signifies that an individual does not like what they see, hear, or experience at that moment.

Pupil Dilation

In my opinion, this is one of the fascinating body language signals there are. It's the most revealing but is also an extremely challenging one to observe unless you get close to somebody's eyes. It's also probably the most difficult to manipulate at will. Our pupils dilate, that is, become larger, when we see something that we like. For example, if we see an attractive person, our arousal rates increase, and so do the size of our pupils. The reason why the pupils grow larger is that we want to expand our vision to capture the entire image of the attractive stimuli. The opposite is also true. The pupil's contract - that is, reduce in size - when we see something that disgusts or upsets us. One interesting thing to note is that upon seeing dilated pupils, our pupils will start to enlarge. This is mirroring on a purely physiological level. Therefore, it stands to reason that when we see another person's dilated pupils, we are more likely to find them attractive. Although pupil dilation can be observed to determine a person's attraction to you, the pupils also alter in size depending on the amount of light in your surroundings. Your pupils dilate when it becomes less bright in your surroundings to allow for more light to enter the eye. So, while trying to evaluate if your crush is attracted to you by checking their pupil dilation, be mindful that dim lighting may be responsible for their doe eyes.

Squinting

The reason why we squint is similar to the reasons why we use eye-blocking cues and contracted pupils: Because we don't like what we see. When a person starts to squint, it means that they are unclear about something. Squinting is often associated with feelings of suspicion. For example, you may squint if it's unclear whether a salesman is telling you the truth about a product.

Eyebrows

Generally, the eyebrows reflect how submissive or dominant a person is. Raised eyebrows are a sign of submission that makes the gesture effective for getting along with others and making friends. While we speak, we may choose to emphasize some points with a quick eyebrow raise. Lowered eyebrows or furrowed brows are typically seen on those who want to assume dominance in a social situation or somebody who's experienced an increase in aggression. The speed at which a person's eyebrows move can determine their temperament. If you see a person's eyebrows drop sharply, something someone said or did has made this person angry or disgusted. If instead, their eyebrows gently sink and tense up, the person may be experiencing inner turmoil. When the eyebrows shoot up quickly, this usually occurs when a person is surprised or shocked. If a person's eyebrows slowly rise, this suggests that they are a friendly, attentive, empathetic individual willing to interact with you. Consider it a sign of successfully getting through to someone on an emotional level when you can say or do

something to cause a person's eyebrows to go from a lowered position to a raised position.

Blink Rate

If you were to count how many times you blink in a minute, you'd be amazed at the number you'd come up with. Blinking occurs too rapidly for the conscious mind to naturally monitor the eye's blink rate, which makes blinking another excellent and accurate way of indicating how a person is feeling. The faster an individual is blinking, the more stressed or nervous they are. As I've previously mentioned, telling lies causes stress internally. Therefore, depending on the context, an individual's rapid blink rate can give away that they're dishonest.

Nose

Nostril Flaring

Flaring your nostrils occurs when a person enlarges their nostrils momentarily. This gesture is characterized as a fight-or-flight response as it allows for more oxygen to be inhaled. This is necessary for either running away from danger or confronting it. It can sometimes be treated as an aggressive gesture because flared nostrils are one of the few things that an aggressive person will exhibit before they jump into a fight.

Nose Crinkle

Tensing the muscles that sit above the nose and between the eyes create what's known as the nose crinkle, which is displayed when confronted with something repulsive. More specifically, it is usually perceived as an involuntary response to a nasty stench.

Touching The Nose

The act of touching your nose is a pacifying gesture used to comfort yourself when feeling anxiety, discomfort, or self-consciousness. It can take the form of scratching, rubbing, or a slight tap of the beak.

Mouth

The mouth is not only the channel where verbal communication emerges from, but its ability to flexibly change shape can tell us a few things about a person. People look to the mouth as a beacon of emotion. When somebody is smiling, they're happy. When somebody is drowning, they're sad. When somebody clenches their teeth, they're angry. Although these are very rudimentary associations between mouth shape positions and emotions, there are more sophisticated gestures from the mouth, lips, and teeth that can be further reviewed.

Smiling

Commonly associated with happiness, smiling is the most positive body language gesture an individual can perform. Not only does smiling mean that you're happy, but it contains the power to generate happiness in yourself and everybody around you. There are two different types of smiles: The Courtesy Smile and the Authentic Smile. The courtesy smile is our voluntary smile. It's sometimes referred to as a "forced smile." It's the one that we use when we are asked to smile for a photo or when we pass by a classmate or co-worker. We were taught at a very young age that if we lift the corners of our mouths, everybody would think that we're happy. A courtesy smile can be achieved by moving just the muscles around your mouth. This smile has many uses. We typically use these smiles to be polite or to fool someone into believing that we're having a good time. What it doesn't tell us is whether somebody is having a genuinely great time with you and is experiencing real joy and happiness at the moment.

The Authentic Smile

This is the second type of smile: Unlike the courtesy smile, the authentic smile recruits every facial muscle to participate. In particular, the tightening of the muscles at the corner of the eyes is important to focus on when determining if a smile is an authentic one. It's difficult to fake this smile. If somebody is smiling and bearing these wrinkles, they're probably not manipulating their facial expressions to make it only appear that they're in good spirits.

Pursed Lips

To purse your lips, you pucker your lips as if you're about to kiss somebody on the cheek, then you pull your lips back, but maintain the tension by pressing your lips together. Pursed lips can be a sign of disapproval or disagreement of what is being said. It's almost as if the person disagrees with you but is holding back their opinions and thoughts on the matter to prevent an argument from breaking out. A person with pursed lips shows the need to express themselves but also restraint against saying something that might ruffle up the conversation. It's the gentler way of rejecting someone's ideas without actually having to say so and risk hurting their feelings. The lips can also be pursed further inward into the mouth, which indicates even stronger feelings of disagreeableness.

Lip Biting

Biting the bottom lip is a common sign of anxiety and is usually conducted outside of conscious awareness. It's often seen in shy and insecure people who bite their lips as a coping strategy in response to nervousness and stress. It's also frequently observed in people who are experiencing feelings of attraction. We may bite our lips to prevent

ourselves from saying exactly what's on our minds. This is especially true if we're attracted to someone, and we're worried about what they might think if we revealed our true feelings.

Lip Touch

Generally, when a person touches their lips, they are experiencing deep contemplation and self-consciousness. In a dating context, the lip touch can be utilized as a part of a flirtatious look that a woman may give to a guy whom they find attractive.

Chapter 5

HOW TO SPOT INSECURITY

When someone is behaving irrationally, you have to remind yourself that this could be because they are acting out of a certain emotion. It could also be because their insecurity is behind this false sense of bravado. When you notice this, you will more likely procure a sense of empathy for these people who act arrogantly or rudely because what they are trying to do is covering their insecurity.

Their insecurity can be about anything—looks, power, money, smartness, getting better grades, and so on—and most of these insecurities creep out from a sense of material value. Sometimes, insecurity can be justified—but most of the time, it is not. Insecurity manifests differently, and it can range from the inability to accept that they've done a great job or accept a compliment to as far as not wanting to wear a swimsuit to the beach.

Factors Determining Good and Bad

None of these traits helps us to behave virtuously. There is a fine line between being insecure and being a brat. Here are some identifying factors that can help you separate the good and the bad:

1. Self-kindness is not self-judgment.

Compassion towards someone insecure is understanding and being warm to them when they fail, when they suffer or when they feel inadequate. We should not be ignoring these emotions or criticizing them. People who have compassion understand that being human comes with imperfections and failing is part of the human experience. There will inevitably be no failure when we attempt something because failure is part of learning and progress. Having compassion is also being kind with yourself when challenged with painful experiences rather than getting angry at everything and anything that falls short of your goals and ideals.

Things cannot be exactly how they should be or are supposed to be or how we dream it to be. There will be changes and when we accept this with kindness and sympathy and understanding, we experience greater emotional equanimity.

2. Common humanity and not isolation

It is a common human emotion to feel frustrated especially when things do not go the way we envision them to be. When this happens, frustration is usually accompanied by irrational isolation, making us feel that we are the only person on earth going through this or making dumb mistakes like this. News flash—all humans suffer, all of us go through different kinds of suffering. Compassion involves recognizing that we all suffer and all of us have personal inadequacies. It does not happen to 'me' or 'I' alone.

3. Mindfulness is not over-identification.

Compassion needs us to be balanced with our approach so that our negative emotions are neither exaggerated nor suppressed. This balancing act comes out from the process of relating our personal experiences with that of the suffering of others. This puts the situation we are going through into a larger perspective.

We need to keep mindful awareness to observe our negative thoughts and emotions with clarity and openness. Having a mindful approach is non-judgmental and it is a state of mindful reception that enables us to observe our feelings and thoughts without denying them or suppressing them. There is no way that we can ignore our pain and feel compassion at the same time. By having mindfulness, we also prevent over-identification of our thoughts and feelings.

Discovering Compassion

You're so dumb! You don't belong here loser! Those jeans make you look like a fat cow! You can't sit with us! It's safe to say we've all heard some kind of rude, unwanted

comments either directly or indirectly aimed at us. Would you talk like this to a friend? Again, the answer is a big no.

Believe it or not, it is a lot easier and natural for us to be kind and nice to people than to be mean and rude to them whether it is a stranger or someone we care about. When someone we care about is hurt or is going through a rough time, we console them and say it is ok to fail. We support them when they feel bad about themselves, and we comfort them to make them feel better or just to give them a shoulder to cry on.

We are all good at being understanding and compassionate and kind to others. How often do we offer this same kindness and compassion to ourselves? Research on self-compassion shows that those who are compassionate are less likely to be anxious, depressed, or stressed and more resilient, happy, and optimistic. In other words, they have better mental health.

Identifying Someone with Insecurity

When we can identify when a person is acting out of insecurity can enable us to protect ourselves from engaging in a mindless power play and feel insecure ourselves. Insecure people tend to spread their negativity and self-doubt to others as well and here is how you can identify them and decide whether to show compassion or show them the exit:

1. Insecure people try to make you feel insecure yourself.

You start questioning your ability and self-worth and this happens when you are around a specific person. This individual can manipulate you and talk about their strengths and how they are good in this and that and in a way try to put you down. They project their insecurities on you.

2. Insecure people need to showcase his or her accomplishments.

Inferiority is at the very core of their behavior and for people like this, compassion to tell them that they are not what they think in their heads is just a waste of your time. They feel insecure and hide it, talk about their accomplishments, not in a good way but constantly brag about their amazing lifestyle, wonderful shoes, huge cars, and elite education. All of this is done to convince themselves that they do have it all and you have none.

3. People who are insecure drop the "humble brag" far too much.

The humblebrag is essentially a brag that is disguised as a self-derogatory statement. In this social media age, you can see plenty of humblebrags who complain about their first-world problems such as all the travel they need to do or the amount of time they spend watching their kids play and win games, or even the person who complains about having a tiny pimple when the rest of their face looks flawless. Social media is ripe

with people who are narcissistic, and this is not worth your time. Do not feel any less just because someone shows off how much traveling, they need to do.

4. Insecure people frequently complain that things aren't good enough.

They like showing off the high standards that they have and while you may label them as snobs, it might be a harder feeling to shake off because you might be thinking that they are better than you although you know that it is all an act. They proclaim their high standards to assert that they are doing better than everyone else and make you feel less of yourself and miserable. Pay no attention to people like this.

It does make sense that people who have better self-esteem and compassion as if you are happier and optimistic about their future without having to worry about what insecure people have to say. When we continuously criticize ourselves and berate ourselves because we think other people are winning at life, we feel incompetent, worthless, and insecure about ourselves, which these people want us to feel. This negativity cycle is vicious and will continue to self-sabotage us, and sometimes, we end up self-harming ourselves.

But when our positive inner voice triumphs and plays the supportive friend's role, we create a sense of safety and accept ourselves enough to see a better and clear vision. We then work towards making the required changes for us to be healthier and happier. But if we do not do this, we are working ourselves towards a downward spiral of chaos, unhappiness, and stress.

Chapter 6

HOW TO SPOT ROMANTIC INTEREST?

If we had the definite guide to spot a romantic interest, Tinder would go broke. That said, it is not hard to identify the telltale signs if someone is interested in you. Granted that some people are oblivious to it—but if you do focus, you will realize if that person is indeed romantically interested in you or if they are just flirtatious.

Usually, that special someone starts with a casual acquaintance, which leads to friendship—and before you know it, you look at this friend in a different light and keep thinking about them. Do they feel the same way you feel? Identifying if someone is interested in you romantically requires the careful and skillful interpretation of signals and actions.

Ways To Figure Out If Someone Is Romantically Interested

Here are a few ways to figure out if someone is romantically interested in you or if they are just flirting for the thrill of it:

1. Their Conversations with You

Conversations, meaningful ones are ways a person shows a deeper interest in you and what you do. Do they keep asking you questions in an attempt to keep the conversation going? Pay attention to the questions they ask because it can tell you if they are genuinely showing interest in the things you do and like. A good and long conversation about your likes, dislikes, favorite music, and so on is a classic sign of someone genuinely liking you and your company. If you are enjoying the conversation and the other person is engaging in it without looking bored or yawning, this is a sign that both parties are equally interested in each other.

2. They Keep Bumping into You

Call it fate, but this can also be a sign that they like you, and they are engineering any possible opportunities to meet you. This is sweet but also can be creepy if it becomes too much like stalking. If you feel that this person is following you or you suddenly feel uncomfortable, listen to your gut feeling and make a report. Stalking is serious and dangerous. However, if it is bumping into you happens to be at places like the cafeteria or the lunchroom or neighborhood coffee place and not specific places like your gym that you've been going to for years, your house, or anyway specific and private – make a complaint.

3. They Discuss Future Plans

Another sign that someone could be romantically interested in you is to plan for more dates or start talking about the near future because they see you in it. It isn't about plans of getting married or buying a house but merely simple things like a concert in your area that they'd like to take you to or even a friend's party in a week that they'd like you to come with. They have these upcoming events, and they'd like you to be part of it.

4. Five More Minutes

If someone is interested in you, chances are they would like to spend a few more minutes longer with you. They don't mind adjusting their schedule so that they can spend an extra five more minutes talking to you or even spend that extra 5 minutes on the phone so that they can continue talking to you. The fact that they do this is also an indication that they have romantic feelings for you.

5. Reasons To Spend Time Together

'I'm in the area—want to grab a bite?' or 'Oh, you have a cold? I can make a bowl of mean chicken soup—I'll bring it over' or even 'What are you doing right now? Want to have dinner together?' Make no mistake that these could be that the person likes spending time with you simply because you are a cool person to hang out with, but if these reasons keep piling up and it only involves just the two of you, it is probably a big sign that this person likes you.

6. Observe Their Body Language

If someone likes you, they mirror your body language and your movements. They sit in closer; they lean in, they smile when you smile, they find ways to touch you (not in a creepy way) like brushing against your shoulder, putting a strand of your hair behind your ear – all these are classic flirtation signs and if you are uncomfortable, say so. Still, if you are enjoying it, this person is clearly into you.

7. The Compliments Are Mountainous

Complimenting someone excessively can be a sign of ass-kissing or just trying to be nice. But if this person compliments you. Sincerely, it could be that they are interested in you. Look out for verbal cues such as complimenting your fashion choice or the way you style your hair. It could be that they are just friends, but their dropping compliments every time you meet is a big sign of them being interested in you.

8. They Remember the Little Things

The closer you get to know someone—the more information you divulge to them. Your romantic interest will pick up many interesting things about you and save them in their long-term memory. These things can be your favorite color, your favorite ice cream flavor, the first movie you watched together, where you first met – all of this is an indication that this person is genuinely interested in you.

9. Conversation Starters

Some people are shy and are not big talkers, so while this is something to take note of, you cannot be the only one initiating contact all the time. If someone is willing to connect despite being shy, that means they want to talk to you. Having one-way initiations for everything is a definite no that the other person doesn't like you and does not see the need to spend the time to talk or even meet you, but if they initiate contact as much as you do, that is a sure sign that they are into you.

10. Other People Are Off-Limits

Take note of when a person talks about someone else—do they talk a lot about other girls or guys when they are with you? Or is the conversation focused on just you and your person? What a person says in a conversation and how they refer to other people in their social circle can give you real clues into whether they are romantically interested in you. Talking about going on a date with a girl or guy is not a good indication that this person likes you.

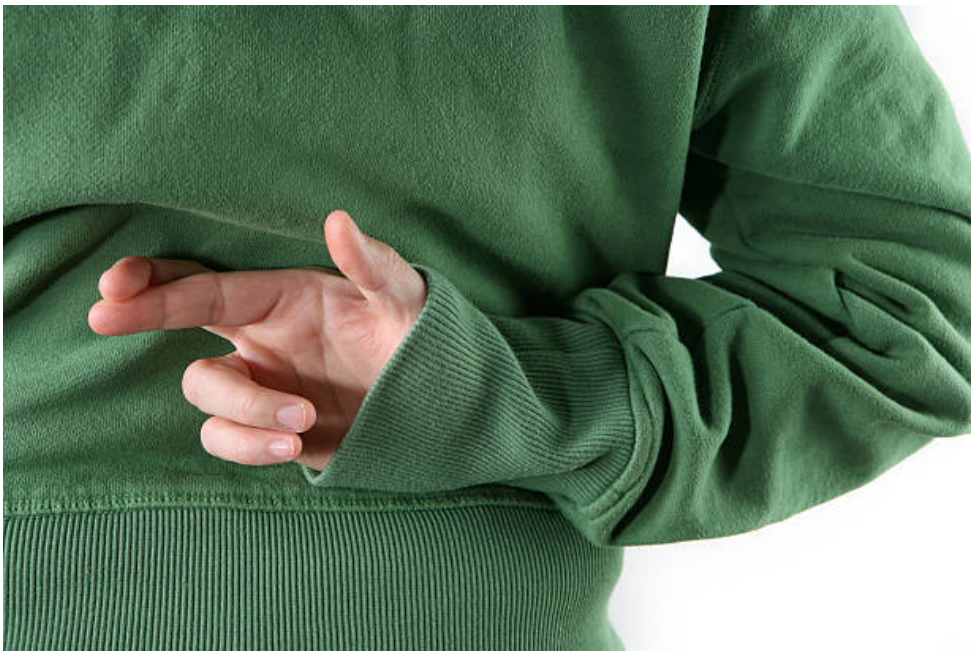
Trusting your feelings and your intuitions in all these possible scenarios above is the best bet. Remember that different people do different things to show someone they care or are interested in them. Cultural values, upbringing, and societal norms also play a big part in identifying these signs, so nothing is set in stone. All the signs described above are a good telling sign that a person is interested in you, especially if they like spending more time with you. Even if you are not sure, you can exhibit signs that you are

interested in having an idea and being on the safest side, telling someone you like them. You'd like to get to know them better and even start dating is the best way forward to prevent any miscommunication or misunderstanding between two people.

Of course, the game of love is not as straightforward and as simple as it is. It takes a little bit of dating experience to figure out if someone is into you or not, or you can just do the good old fashion trial and error, get your heartbroken, kiss all the toads till you meet your prince, or princess charming.

Chapter 7

HOW TO SPOT A LIE



The fact is that only 54% of the lies can be spotted accurately. Research has also proved that extroverts tell more lies when compared to introverts and not less than 82% of the lies usually go without being detected.

However, the good news is that people can also improve their abilities for lie detection, maximizing to close to 90% accuracy. The big question here is how to detect that someone is lying. One of the initial steps in this whole process is getting with how someone typically acts, especially when they are speaking.

This is the process of coming up with known as a baseline. A baseline is essentially how a person acts when they are under non-threatening and just normal conditions. According to the Science of People website, it is basically how a person appears when they are saying the truth. To make it clearer, it might be a bit difficult to tell when a person is not speaking the fact if you are not sure of how they usually act when saying the truth, which, to a wider extent, makes a lot of sense.

However, the techniques that are used to determine if someone is lying can be very confusing. These strategies can even be very conflicting. Due to that, it is important to

think twice before making an accusation, ensure that you feel more than once about doing it unless it is important to go ahead and find out what happened.

Here are some of the telltale signs that someone is not telling the truth.

The Behavioral Delay or Pause

It begins when you ask someone a question, and you get no reply initially. The person then begins to respond after some delay. There is one big question that should be asked here; how long should the delay extend before it becomes meaningful before it can be regarded as a deceptive sign? It, however, depends on a few factors. You can try this particular exercise on a friend, and ask a question like this, “What were you doing on a day like this six years ago.

After asking that question, you will notice that the person will take an invariable pause before answering the question. This is because it is not a type of question that naturally evokes a fast and immediate answer. Even as the person takes time to think about the question, he might still not be able to give a meaningful response. The next question to ask would be this,” Did you rob a cloth shop on this day six years ago?” if they make a pause before giving you the answer you need, then it would be very important to pick the kind of friends you have wisely.

In most cases, there will be no pause, and the person is likely to respond by just saying no and letting the story die.

This is a simple test that tends to drive home the point that the delays should usually be considered out of the church of God. in the context of whether it is appropriate for the question at hand.

The Verbal or Non-verbal Disconnect

The human brain has been wired in a manner that causes both the nonverbal and the verbal behaviors to match up naturally. So, each time there is a disconnect, it is usually regarded as a very important deceptive indicator. A very common verbal or nonverbal disconnect that you should look out for will occur when someone nods affirmatively while giving a “No” answer. It might also occur when a person moves his head from one end to the other when giving a “Yes” answer.

If you were to carry out that mismatch, as an example, to offer a response to a question, then you will realize that you will have to force yourself through the motion that you have. But despite all that, someone who is deceptive will still do it without even giving it a second thought.

Several caveats have been connected to this type of indicator. First of all, this type of indicator is not applicable in a short phrase or one-word response. Instead, it is only suitable in a narrative response. For instance, consider that a human head might make a

quick nodding motion when a person says “No.” That is just a simple emphasis and not a disconnect. Second, it is also very important not to forget that a nodding motion does not necessarily mean “Yes’ in certain cultures. In such cultures, a side-to-side head motion also does not imply that the person is saying “No.”

Hiding the Eyes or the Mouth

Deceptive people will always hide their eyes or mouth when they are not saying the truth. There is a tendency to desire to cover over a given lie, so if the hand of a person moves in front of their mouth while they are making a response to a given question, which becomes significant.

In a similar instance, hiding the eyes can be an inclination to shield a person from the outlast of those they could be lying to. If an individual shield or covers their eyes when they are responding to a question, what they could also be showing, on the level of subconscious, is that they can't bear to see the reaction to the lie they are saying. In most cases, this kind of eye shielding could be done using the hand, or the person could as well decide to close the eyes. Blinking is not in the picture here, but when a person closes their eyes while making a response to a question that doesn’t need reflection to answer, which can be considered as a way of hiding the eyes, hence becoming a possible deceptive indicator.

Swallowing or Throat Clearing

If a person loudly swallows saliva or clears the throat before answering a given question, then there is a problem somewhere. However, if any of these actions are performed after they have answered the question, then there is nothing to worry about. But when it happens before answering a question, then some things should be analyzed.

The person could be doing the nonverbal equivalent of the following verbal statements,” I swear to God…” This is one of the ways of dressing the lie in the best attires before presenting it. Looking at it from the physiological point of view, the question might have created a type of anxiety spike, which can as well as cause dryness and discomfort in the throat and mouth.

The Hand-to-Face Actions

The other way of determining if someone is telling a lie is to check what they do with their faces or in the head region each time they are asked a question. Usually, this would take the form of licking or biting the lips or even pulling the ears or lips together. The main reason behind this reflects one of the simple science questions that are usually discussed in high school. When you have someone a question, and you notice that it creates a kind of spike in anxiety, what you should remember is that the right response will be damaging. In return, that will activate the autonomic nervous system to get to

business and try to dissipate the anxiety, which might appear to drain a lot of blood from the surface of the extremities, ears, and the face. The effects of this could be a sensation of itchiness or cold. Without the person even realizing it, his hands will be drawn to the mentioned areas, and there could be rubbing or wringing of the hands. And just like that, you might have spotted a deceptive indicator.

The Nose Touch

Women usually carry out this special gesture with smaller strokes compared to those of men, as a way of avoiding smudging of their make-ups. One of the most important things to recall is that this kind of action should be read in context and clusters, as the person could have any hay of cold or fever.

According to a group of scientists at the Smell & Taste Treatment and Research Foundation that is based in Chicago, when someone lies, chemicals that are called catecholamine are released and make the tissue that is inside the nose to swell. The scientists applied a special imaging camera that reveals the blood flow in the body and shows that deliberate lying can also lead to an increase in blood pressure. This technology proves that the human nose tends to expand with blood when someone lies, and that is what is referred to as the Pinocchio Effect.

Maximized blood pressure will also inflate the nose and make the nervous nose tingle, leading to a kind of brisk rubbing with the hand to suppress the itching effect.

The swelling cannot be seen with the naked eyes, but it is usually what causes the nose touch gesture. The same phenomenon will also take place when a person is angry, anxious, and upset. American psychiatrist Charles Wolf and neurologist Alan Hirsch carried out a detailed analysis of the testimony of Bill Clinton to the Grand Jury on the affair he had with Monica Lewinsky. They realized that each time he was being honest, he rarely touched his nose. However, when he lied, he offered he appeared to be wearing a frown before he gave the answer and touched his nose once each 4 minutes for a mega total of 26 nose touches. The scientists also said the former US president didn't touch his nose at all when he offered the answers to the questions truthfully.

A deliberate scratching or rubbing action, as opposed to a nose that could just be itching lightly, usually satisfies the itch of someone's nose. Usually, an itch is a repetitive and isolated signal and is out of context or incongruent with the general conversation of the person.

Eye Rub

When a child does not want to see something, the only thing they will do is to cover their eyes. They usually do this with both of their hands. On the other hand, when an adult does not want to see something distasteful to them, they are likely to rub their eyes. The eye is one of the attempts by the brain to block out a doubt, deceit, or any distasteful

thing that it sees. It is also done to avoid looking at the face of the person to who the lie is being said. Usually, men would firmly rub their eyes, and they may look away if the myth is a real whopper.

Women are not so likely to use the eye rub gesture. Instead, they will use gentle and small touching emotions just beneath the eyes since they either want to avoid interfering with the makeups they are wearing, or they have been redesigned as girls to stay away from making several gestures. At times, they might also want to avoid the listener's gaze by trying to look away.

One of the commonly used phrases out there is lying through the teeth. It is used to refer to a cluster of gestures portraying fake smiles and clenched teeth, accompanied by the famous eye rub.

Chapter 8

CONFIDENCE AND HOW IT IS DISPLAYED

Comprehensive Self-Confident Body Language Cues and Meanings

First impressions are crucial. Have you ever noticed someone walk into a room that instantly exudes a trustworthy, confident air that just pulls you and others positively? Well, if you have not, there are a lot of people who are capable of this effect. So, how exactly do they do it?

At first, a lot of boils down to how you look, from the way you wear your hair to how you dress. However, more important than any other aspect is body language and the way you interact with an individual you are just meeting. But if you do not exercise caution, your body language may be saying something different than what you intend.

People should learn the proper self-confident body language cues, and what they mean, so they don't pass themselves in the wrong light. They include:

Eye Contact

Eye contact is the major tool for creating nonverbal relations with others. It converses your level of interest, involvement, and warmth. When talking to others, it is ideal to look into their eyes directly for no less than two to three seconds before you look away and move on to the next individual. This maintained contact is a sure sign of confidence.

Hands

Communication via touch is another crucial behavior. A great handshake is one with complete palm-to-palm contact. A strong handshake along with eye contact and a genuine smile is a great sign of confidence.

Gestures

Gestures include any physical movement that aids in expressing opinions, ideas, and emotions. Punctuating your words using purposeful, lively, spontaneous movement is another primary confidence cue. Do not utilize confusing mannerisms like scratching, playing with hair, ring twisting, and fidgeting, however.

Wardrobe

What individuals wear is another subtle body language cue. Confident individuals dress the part depending on the job or occasion. Businesspeople especially should stay away from busy patterns, showy accessories, revealing necklines, and tight garments.

Authoritative Presence and Posture

Standing up straight and tall sends a message of energy, self-confidence, and authority. What is more, when individuals have great posture, it produces a vibrant attitude of leadership and commanding presence. Bad posture passes a signal that the individual has low energy levels or low self-esteem or self-confidence.

Proper Facial Expression

Each of the seven rudimentary human emotions—contempt, fear, surprise, happiness, disgust, sadness, and anger—have been proven scientifically to have a specific facial expression. Because your facial expressions have a close relation to emotions, individuals cannot control them consciously or voluntarily.

Confident people have an expression that matches the message they want to pass. Confident people can show they are paying attention when they are listening to conversations. They can hold a tight smile, occasionally nod, and keep excellent eye contact.

Initiate Interactions

Confident individuals are the ones who first make eye contact. When you notice an individual offering her hand to shake first, after brief eye contact with you, it could be a major body language self-confident cue.

Voice Tone

If you have watched movies or been in a relationship, you may have heard this line: “It is not what you said, it is the way you said it.” These individuals were talking about your paralanguage.

If you detach from the actual words utilized, the nonverbal aspects in the voice consist of pacing, pitch, volume inflection, articulation, and voice tone. Similar to facial expressions, individuals should choose the right paralanguage to portray self-confidence because it passes attitude, emotional meaning, and impact.

Attention

When you speak to a person who leans into the conversation and focuses their energy, ears, and eyes on you, it is a sign of self-confidence. They convey honor and respect. It also shows they appreciate the chance to meet you.

Ways to Spot a Lack of Confidence in a Person

Self-confidence is confidence in your abilities and sustaining a sense of competence. [c30]

Self-confidence can help in fueling success, while a lack of self-confidence can hamper it. If you are not sure if you or someone you care about lacks self-confidence, look out for the signs below.

Lack of Eye Contact

Individuals who have no confidence in their abilities and themselves find it hard to meet the gaze of others. If the eye is the window of the soul, an individual who has low confidence may be scared of you seeing right through them and observing their superficial imperfections.

If someone has a difficult time keeping eye contact with you when you are speaking to them, they may possess such a low level of confidence that looking someone in the eyes makes them deeply uncomfortable.

Going Through Their Phones When Alone During Social Events

People who lack self-confidence find themselves unable to stay still while alone in social gatherings. They tend to stare at their phones when they are alone even if they are doing nothing, which can be viewed as a major sign of lacking self-confidence.

Slouching

Individuals who don't stand tall but instead allow their bodies to slouch downward tend to pass a message that they are not proud of themselves. Taking some minutes every day to pay attention to your body posture can help fix slouching.

Fidgeting

People who continuously tap their foot or twirl their hair or fidget in general portray an absence of confidence. Sometimes these behaviors come as a symptom of anxiousness. These behaviors can also send the message you are trying to pass across or may disrupt individuals from getting to know you.

Pay attention to the things that trigger your fidgeting and try to swap these habits when these triggers come up.

Defensiveness

When an individual utilizes defensive body language, like crossing the legs and arms, they may be portraying a lack of self-confidence by pushing out others. The motion of closing off portrays discomfort and anxiety in the environment.

Chapter 9

READING AND ANALYZING YOURSELF

The best example in any situation will always be you. You are someone you can relate to, someone you understand. When it comes to reading people, this statement carries more weight than you might be aware. How can you know how to read someone when you cannot read yourself? It's like loving someone. How do you love when you have never known what love is?

Before you analyze someone, you must be aware of the fact that they, too, might try to analyze you. Such is the nature of human interaction in the world today. Everyone is almost always looking for an edge. Some people are very twisted. They can lure you into reading them while, in reality, that was the bait. They needed to give you the illusion of control to get you comfortable enough. When you let your guard down, then they analyze you. After all, they are already in control of the one important stimulus in the equation, yourself. Self-awareness and understanding are important, at times, to survival (Sutton, 2016). It is a cruel world out there. To quote Socrates, "To know thyself is the beginning of wisdom."

The same way you look for cues to help you understand people in the same way you should look for cues to understand yourself. Put as much effort into reading yourself so that you know what triggers you, how your environment affects your behavior, and anything else that might explain why you think the way you do. These are the same things someone else will try to look for so that they can gain an advantage over you.

Benefits of Reading Yourself

The fact that you are aware of who you are makes you generally a happy person. Your happiness is genuine because you know what works for you. You know a happy moment when it happens, and you know situations that drain your peace. It is easier to go after something you want when you know why you want it. The pleasure in getting it is unrivaled.

Reading yourself is one of the best ways of dealing with internal conflict. Your inner sentiments and your expressed actions should align. Without this, you appear conflicted, and someone you are interacting with might be at pains trying to understand you. This becomes a problem because when someone can identify your conflict, they can exploit it and use it against you. They will appeal to one of your desires, either intimate or expressed, and get away with whatever they want.

Decision-making is affected by your ability to read yourself or lack thereof. You can tell right from wrong. You have unique guidelines in your life that determine how you go about it. As a result, it is not easy for you to act out of compulsion. You stand your ground because you believe in what you stand by. You are firm in your decisions and will hardly ever be caught in a moment of indecision.

Besides decision-making, reading yourself is also about self-control. Why are you interested in something specific and not the others? All these are possibilities that you can understand when you can read yourself. Such insight also helps you strengthen your willpower in the face of adversity.

Social pressure creates chaos in many people's lives. You know you should not be doing something, but you end up doing it anyway because you are worried about what people will think of you if you don't. Learning more about yourself helps you learn how to handle such pressures because, in life, there are so many and, at every stage in life, the risk and the consequences only get worse.

Tolerance is another issue that people struggle with today. Given the fact that we interact with people from different cultures almost every day, you have to learn to embrace them or respect their way of doing things. Becoming aware of your struggles helps you see your effort in other people's lives too. You see them as people who are just struggling through life as you are, and you might even empathize with them. This knowledge also helps you realize when you are at the end of your line, having given someone too much room.

How to Understand Yourself Better

One of the most challenging journeys you can set on that will help you realize your true qualities is learning how to read and understand yourself.

Meditation

Spare a few minutes, either in the morning or evening, to sit quietly and focus on yourself. While meditating, focus on your thoughts, breathing, and maintaining a calm environment. It also helps to strengthen your intuition.

Journaling

You can keep a physical journal in a notebook or use different digital outlets to journalize your day. In the day, you might experience so much and probably encounter something that has you questioning your beliefs.

Journaling is also a means to an end. When the busy day is over, you can reflect on it and write down the important things that happened. You might realize that there are so many things you might have ignored that affect your life in some way, but through your journal; you remember to reflect on them. As you keep writing down your thoughts and ideas, it is easier for you to remember who you are and what matters in your life.

Quality and Healthy Conversations

Review your conversations. This also means reviewing the people in your life. Your life pretty much revolves around three or five people who are closest to you. What kind of things do you talk about? Are they enlightening? Do you challenge one another?

The kind of connections and relationships you have will often determine the nature of conversations you have and the way you learn about yourself. Healthy conversations and relationships are with people who will not hold back from calling you out on your mistakes. These are people who genuinely care for you and will not sit idly by and watch you throw your life away.

Understanding Your Core Values

What do you believe in? Many would start fidgeting, wondering what that question means in the first place. If you don’t know your core values, you are no different than a flag blowing in whichever direction the wind wills.

When we talk about core values, you have to be honest with yourself. Don’t just focus on the good things. Think about the bad things too. What is it about yourself that you don’t like that you believe you can change? These are some of the things that hold you back. By understanding your core values, you understand who you are.

Positive Affirmations

Unconditional love might sound like a myth to many people, but you can achieve it for yourself. No one can love you better than you can love yourself. When you accept yourself the way you are, including your flaws and weaknesses, it is difficult for someone to use any of these against you. Even if they try, you are at peace with it, and they will soon realize none of that works and move on.

Positive affirmations help you believe in yourself. They work hand in hand with meditation and, at times, yoga. You must also be specific in your affirmations, reminding yourself daily that you believe in yourself. If you can repeat the affirmations in front of a mirror, you can become bolder in your resolutions because you know you are looking out for your needs.

Willingness to Learn

Podcasts, videos on YouTube, classes—there are so many ways you can learn today. You can even learn through experiences. Airbnb is one such platform that hosts different kinds of experiences. As you open up to new knowledge, you also open up to new understanding. You embrace different challenges, and you strengthen your resolve in understanding people and behavior traits. At times, it is easier to learn more about people by interacting with them in their natural habitat rather than reading or hearing about them.

Taking Risks

So much goes on in your life that you might be afraid to venture out and take risks. If you do this, you entrap yourself to failure and fear. There is nothing wrong with failing. Fear of failure will only cripple your ambition. Take risks. Realize that you will fall several times before you learn to stand up on your own—we all did when we were kids anyway.

Everything you ever desired is on the other side of fear. Go on adventures, meet different people, and through these interactions, you will realize the benefit of taking risks. You open your life to new opportunities, and this makes your life more fulfilling. Over time, you learn to read people better because of your exposure to different cultures and people throughout your adventures.

Spirituality

Embrace spirituality. Connecting with your spiritual self helps you stay calm and deepen your understanding of your personality and philosophies. You identify conflict and know how to deal with it without creating further chaos. This calmness helps you read yourself better and, in the long run, read people better too. This is because you need to stay calm and allow them room to express themselves without interfering with the message. It also helps you separate the message from the messenger, something that many people struggle to do, give all the distortion involved in communication today.

Creative Activities

Creativity is about allowing your imagination to run free and wild. Consider activities that encourage free-thinking and creativity. These activities will help to challenge your mind, and in the process, you see things from a different perspective. If these activities involve other people, this is even better because the more you learn about them, the easier it is for you to embrace diversity and respect people's choices.

Possible Exceptions in Analyzing People

The concept of truth is relative. What is true to you might not be the universal truth. The universal truth, in some cases, might not always be the truth. The truth will depend on the context of the conversation. Let's use this example to illustrate this point:

"Your football team plays well and creates many chances, but you lose the game on penalties. This is a game that, by the chances created and the style of play, you should have won."

Did you play well? The answer depends on the perspective. You lost the game, so it is fair for an outsider to believe you did not play well. However, someone intimate with the game who watched it knows this is not true. They know you played well, outdid yourselves, but somehow, lost the game on penalties. Anyone who understands the game knows that when it comes to penalties, anything is possible.

So, the truth is that you did play well. However, you did not win. It is not easy to reconcile these two realities. This is why you will often find coaches lamenting after a game that the best team lost.

The fact that the truth can be relative is one of the biggest risks to the concept of the truth. People can twist the truth to suit their context. In psychology, it is important that you learn how to identify irrational thoughts, which manifest into cognitive distortions. These distortions affect your mental strength. The longer they manifest, the weaker your mental resolve becomes.

CONCLUSION

I genuinely hope this book has offered you multiple invaluable insights about reading people's personalities through well-researched strategies, tried and tested techniques, and a bunch of practical tips. These tips can be applied in just about any situation from professional to interpersonal relationships to your social life.

Whether you want to figure out the personality of a prospective buyer during a negotiation or the personality traits of the new date you have your eyes on, this book is a valuable resource for helping you read others effectively. If there's a single largest skill that translates into success in modern times, it is the knack of reading people.

When you know how a person thinks or feels, you can mold your message according to his or her personality for accomplishing an optimally beneficial outcome.

The next step is to use this book and apply it in your everyday life in tiny, gradual ways to start with. Begin by observing people at the airport, supermarket, or doctor's clinic when you have free time. You'll become more interested in the art of analyzing people and find yourself doing it at every given opportunity.

DARK NLP

Discover The Secrets Of Neuro Linguistic Programming.
Includes NLP Techniques And Application Of
Nlp In Real-Life Situations.

INTRODUCTION

A powerful tool for mind control is Neuro-Linguistic Programming or NLP. NLP strategies are employed in TV and cable news by news anchors and others, by leaders, trainers, and other media personalities, and by people who behave to manipulate you. However, most NLP goals don't know they're under mind stimulation command and is one of the factors that makes this technique so strong. NLP uses different tools to stimulate a trance-like state in individuals who make them susceptible to suggestions. The tools used in the Neuro-Linguistic Program NLP are a form of hypnosis and many of those methods have been used for years by manipulators as well as others associated with mind manipulation.

What is NLP?

Neuro-Linguistic Programming was developed in the 1970s and is a form of mind control. This was a time where many researchers were dealing with new theories of behavioral and psychology, which you can learn as we dive into its history. There was the flexibility to approaches such as those of NLP because they appeared to use knowledge and skills that had been collected both as a result of men who had used hypnosis and mind control in the past, and the new areas of social knowledge that were revealed by the hard natural and social sciences.

When we talked about the history of mind control, we talked about men like Rasputin, who seemed to utilize arts so dark as well as mysterious that it's hard for others to understand how they attempted to do what individuals did. Looking at Rasputin's pictures, his eyes are the one aspect that seems most surprising. He seems to look out of the frame, almost as if he were sharing the space with you. Rasputin's manipulation and control techniques were not well-known at the time, but it seems we can see aspects of what we'd call NLP mind control in some of his tactics today.

Effective communication is a tool used by NLP mind manipulation practitioners to induce relations in their goal. Even though NLP guides are more focused on the tactics and less about psychology, this form of tactic pumps into a human intention to build an emotional and psychological relationship with everyone. Very strong eye contact combined with other words, gestures, or other indications can make others susceptible to mind control, or even place them in a trance. Many people these days use NLP

strategies to pursue their goals, even if the goal is to offer you stuff for a slim profit on their side.

History of NLP

In the 1970s Richard Bandler or John Grinder, two people from California with expertise in Psychology and linguistics, developed Neuro-Linguistic Programming. The most striking aspect of NLP is that it incorporates research from various subjects and incorporates these with a profound understanding of the human condition and motivations. Those of Fritz Perls, Milton Erickson, and Virginia Satir are the customs most applicable to the NLP.

Milton Erickson is a word that has had great psychological and hypnotic influence. Indeed, different people and very well-known public speakers such as Tony Robbins supposedly used his techniques. Ericksonian methods were used in psychotherapy nowadays, but NLP hypnotists and therapists have also co-opted them as they make the person more perceptive and more likely to be influenced and regulated.

Ericksonian technologies are designed to gain access to the collective unconscious, something NLP achieved in very dramatic ways. In the 1980s and 1990s, the NLP grew in popularity.

The Techniques of NLP

The NLP techniques are clever, so clever that most people who are inexperienced with NLP slip under the radar. Neuro-Linguistic training methods have been claimed by the likes of the recent US president, Barack Obama, whose remarks are used as instances of permissive speech hypnosis, an NLP strategy. As stated earlier, NLP technologies are extracted from a knowledge of how the mind works, what encourages human behavior, how humans form a relationship with each other, and also how human beings normally interact and act.

Manipulators and narcissists are paying attention to the indications which specify your psychological response or your aspirations and intentions. Also, NLP practitioners are paying attention to you, trying to figure out ways to establish the relationship bond, searching for clues on how you think, and exploring opportunities to stimulate a trance. Here is a list of many of the things a person who uses NLP techniques looks for:

- Defines how your brain develops using eye movements
- Defines how your brain stores data using eye movements
- Evaluate what feeling of view is prominent in your brain
- Determine what side of the brain has a predominance
- Determine when you lie

Neuro-Linguistic Coding is an aspect of dark psychology that, in the context of general knowledge, is fairly near the surface, as many individuals use it, but it is still a powerful tool for mind control. Later on, we will see how those inspired to protect themselves can break off their programming.

Physiology Update

Often shaking up the physical environment can be the very thing you need to use NLP to convince or evaluate someone else. Maybe during the discussion, something is trying to block your way. You might consider moving with the person you are talking to in order to create a friendlier atmosphere. If you feel the discussion isn't going the way you want it to, perhaps take a break in the toilet and give the person some time alone.

If you are heading back from the toilet and things are still the same, say you turn the place up. You can go for a drive or move out onto the patio. You don't have to drive too fast, though. Maybe even changing your body position or the way you're seated is enough to reengage the other individual.

Visualization

Visualization is a good way to enhance its goals for some people. There are so many aspects that may seem out of control, but if you just conceptualize what you want, you'd be amazed at how much you can achieve.

Something can start by talking it into presence. If you'd like to move to L.A., start dreaming about being an actor. Don't tell people that; at some point, you just need to do this. Say you're going to go through it, and you're going to be surprised how far you can impact yourself toward those goals.

If you have to, write it down as well. It's more like a self-persuasion tool than the one you would employ on anyone, and it also helps to talk and write about the aspirations and desires that you want to see achieved.

Taking Away the Capacity to Say No

We touched briefly on this earlier but taking away another person's ability to say no is an NLP tactic that is used for persuasive communication. Rather than saying, "Would you like to come out tonight for dinner?" Ask somebody, “Where will we dine tonight?" You did not offer them the option of saying no. Anyway, they may claim they can't, but you can still decide to take the possibility away.

Rather than saying: "Can I get one?" Say, “How many can I have?” Most people won't even recognize that their capacity to turn you down has been taken away.

Chapter 1

WHAT IS NLP?

Brief History

In the 1970s, John Grinder and Richard Bandler, two founders of Neurolinguistic Programming, sought to create explicit models of human excellence. Their first collaboration, The Structure of Magic, identified the behavior and verbal patterns of two colleagues, Virginia Satir and Fritz Perls. Their next collaboration, Patterns of Hypnotic Techniques of Milton H. Erickson, examined the behavior and verbal patterns of Erickson, a renowned psychiatrist.

When Bandler, a warehouse assistant at Science and Behavioral Books, and Frank Pucelik, a traumatized Vietnam War veteran, met, they decided they would help each other rebuild their lives. With Bandler's connection to a publishing company, they copied the approaches mentioned in the transcripts and tapes, most notably those of Fritz Perls, founder of Gestalt Therapy. Initially, their only aim was to improve their lives.

After discovering Perls' writing, Bandler and Pucelik started practicing Gestalt Therapy with a group at the University of California, Santa Cruz (UCSC). Soon, John Grinder, a young linguistics professor at UCSC joined them. Grinder's observations and

questions marked the beginning of a long and successful relationship between the three, leading to the birth of neuro-linguistic programming. They used their collective skills and creativity to analyze and model the works of Perls, as well as Virginia Satir, the mother of family therapy. They wanted to emulate Perls and Satir's studies by understanding the reasons for their success. Later, they were introduced to the works of Milton Erickson, a psychiatrist who specialized in medical hypnosis and family therapy.

From their early works, Grinder and Bandler contributed to and formalized their techniques and findings, eventually naming it "Neurolinguistic Programming." They aimed to symbolize the relationship between the brain, body, and language.

Through the years, professionals have refined NLP, developing further skills and tools for communication and change. By the 1990s, a new generation of NLP developed, which focused on issues such as identity, mission, and vision. Since the mid-70s, NLP has spread around the world and improved many lives., proving particularly effective in several professional fields, including sales, counseling and psychotherapy, law, management, creative arts, health, and education.

The Pillars of NLP

These four pillars will house the objectives of NLP. Any of the techniques that you will be using will use one or all these particular methods and alter the way that you see them. These four pillars are rapport, sensory awareness, outcome thinking, and flexibility in behavior.

Rapport

Rapport is one of the most essential tools that you will need if you are planning on using NLP with anyone else. If you are going to be using NLP on someone else, you will need to first establish a rapport with them. This is essentially just recognizing that you and the other person have some sort of beneficial relationship between the two of you—you both get along, agree with each other, and like each other. If you plan on using NLP on someone else, you must be willing and ready to develop a rapport with them to open up that method of communication between yourself and those other people. This is powerful, and you will need it—without this, you will not be able to have that influence that you are looking for.

At the end of the day, you can tell if you do have this rapport with someone else based on their body language. Are they mimicking your body language? Then you probably have some degree of a relationship with them. We tend to mimic the behaviors of those that we like or trust regularly. If you like or trust someone else, you will find that you are motivated to mimic them just due to the activation of mirror neurons—areas in your brain that activate when they see someone else doing something.

You can also actively mirror someone else's behaviors in an attempt to get them to mirror you back—you can do this by looking for subtle body language and trying to copy it, such as taking a drink almost immediately after they do if you are sitting together at a restaurant, or you could shift your position every time that they do as well.

Sensory Awareness

Ultimately, you must be well aware of everything that is happening when you are trying to use NLP. Whether you are using it on yourself or attempting to use it on someone else, you must be able to be aware of the world around you. This means that you must be able to identify nonverbal cues—either in yourself or in other people. You must be able to recognize when your emotions are conveying something or when your body language is betraying those emotions that you are feeling at that particular moment in time. When you are well aware of this, you begin to get all sorts of other insight into the situation. You can tell, for example, that your body language says that you are anxious, so you stop to figure out what it is that is making you anxious around you. This is a simple enough process—it allows you to figure out what is going on with you when it is happening, why it is happening, and how it is happening.

Outcome Thinking

Outcome thinking will refer to your ability to identify a goal that you wish to see happen. If you, for example, are trying to change your thought processes to better match what you think that they should be, you need to be willing and able to set some sort of goal for them. Ultimately, it is through having a well-thought-out goal that you can begin to make those changes that you are looking for or that you are desperate to see in your life. This particular pillar becomes your guide of sorts—you cannot make sure that you can change in the ways that you wish to change if you do not define what your change is.

When you do determine what your goal is, however, you begin to focus on it. You can begin to direct both your body and mind to achieve it and you can go through the effort of ensuring that it happens in the way that you want to see it happen at the end of the day. You will know your goals and therefore, you will know how you can keep yourself working toward them.

Flexibility in Behavior

Finally, the last foundation of NLP is being flexible in behavior. This is recognizing that, sometimes, what you are doing is not actually working for you, and then knowing that it is important for you to change those actions to make sure that you can figure out a way to make things work. You will be able to realize that sometimes, it is time to let go of what you have tried in favor of other methods that may work for you better.

When you develop this sort of flexibility, you are doing two things. Firstly, you are ensuring that you can find a way that works to help you get to your goal. This is a major

point—you want to ensure that, at the end of the day, you can achieve those goals for yourself. However, that is not all that happens in this instance. You will also be encouraging resilience. You recognize that something did not go according to plan, and you are then able to be flexible about it.

Remember, NLP is all about positivity. It is all about remembering that you cannot always control an outcome, but you can control your response to it. Being flexible in your behavior is doing exactly that—it is recognizing that you have attempted something that does not work, and because of that, they can recognize exactly how they need to change to have the best possible chance at succeeding.

Authors Romilla Ready and Kate Burton describe how the four pillars can translate into your day-to-day life with this interesting illustration.

Imagine you ordered a new software to help you record all the names, addresses, phone numbers, and other important friends and clients' details. After spending time purchasing and installing the software, you discover the software does not work because it has a coding bug.

You contact the software company's customer service department, and they are rude and unhelpful. At this point, you must employ your rapport-building skills with the customer service manager so they can listen to your complaints. You would need to increase your sensory awareness by listening carefully, controlling your feelings, and deciding on the most suitable response. You must know the outcome you desire by engaging in discussions with the customer service manager; do you want a refund or a replacement. Lastly, your behavior needs to be flexible enough to accept other outcomes if the desired one is unachievable.

That is how NLP helps you to become a better communicator and helps you achieve the things that you want without a lot of stress or frustration.

Application of Knowledge

Modeling is based on some critical assumptions. The first is that experience is processed by the sensory systems that we use to represent our realities. In other words, to one person, working as a janitor is terrible, while to another, it is a wonderful existence. To one person, having money and a steady career is unfulfilling; to another person, this life is wonderful and complemented by other fulfilling activities.

Modeling supposes that people perceive the world through the senses and then store the information from those senses in their minds. When stored, this information creates memories, which are then linked to images, sounds, smells, textures, and the like. Many of these mental representations are unconscious. Take, for instance, any daily activity. Whether making coffee, tying your shoes, driving to work, brushing your teeth, or moving about your place of residence, your brain is accessing memories that allow you to behave accordingly.

When we model a 'template' in NLP, we essentially adopt the behaviors, language, strategies, and beliefs of that exemplar to replicate the behavioral outcome of success. Of course, modeling is not confined to just 'success' in the traditional context of business or moneymaking. It can also affect a broad range of human learning. In the end, these newly learned attitudes, thought patterns, emotional responses, and behavioral outcomes treat a variety of problems and issues. Such problems include fears and phobias, mood disorders such as depression, habit disorders such as obsession and compulsion, psychosomatic illnesses (believing you're sick when you're not), bodily ailments, and learning disorders.

Put simply, NLP has the potential to change everything in our lives—if we correctly apply it. Whether business or personal, the power of effective programming is undeniable.

For Personal Success, NLP can:

- Improve Understanding of Thoughts, Emotions, and Behaviors
- Increase and Sustain Motivation
- Streamline Values of Money, Career, Health, Relationships, and Family
- Attract Compatible People
- Reduce and Eliminate Maladaptive Thoughts and Choices
- Discharge Maladaptive Elements of the Past
- Identify Outcomes and Goals
- Proactively Approach Goals
- Sustain Quality Relationships
- Reduce or Apply Damaging Stress.
- Achieve Optimal Physical and Mental Health
- Create a Healthy Self-Concept
- Establish Immediate Rapport

For Job/Career/Work Success, NLP can:

- Set and Achieve Goals
- Reduce Barriers
- Eradicate Unwanted Behaviors
- Foster Strong and Lasting Partnerships
- Minimize Cultural and Contextual Limitations
- Facilitate Communication
- Supercharge Negotiation Skills
- Maximize Conflict Resolution
- Improve Sales
- Improve Workplace Synergy
- Boost Productivity

Chapter 2

NLP AS A TOOL FOR MANIPULATION

Your intentions are the only North Star in a dark and lonely ocean. It is the only thing that sets NLP apart from manipulation by serving as a useful tool to remember the actual purpose of using NLP. Studies show that your brain subtly works towards achieving them when innately aware of your goals, even when you aren't actively thinking about them. It is known as "diffused thinking" when you allow your mind to wander freely, making connections randomly.

It's a process that encompasses all parts of the brain and is commonly used to solve problems and difficult concepts. The real motive can sit undisturbed, deep in your subconscious, while your brain works around it, trying to develop ways and plans to achieve it. NLP is a set of skills that allows you as the user to be in control of your own conscious and unconscious mind. However, that doesn't mean that NLP is unsuccessful if the user's intentions are immoral. It is possible to imbue those habits known to be practiced by historically unsavory characters such as criminals and terrorists.

So, the patient can be fashioned into the next revolutionary terrorist who ushers in a new era and wholly reinvents modern violence as we know it. This is an example of the most extreme cases. More subtle manipulation, the kind that may not make headlines and morning news, can be equally deadly.

For example, consider this hypothetical scenario between two rival law firms competing for the same large client. Law firm 'A' plans to manipulate the client's choice by presenting their rival law firm in a bad light. This is done by hiring a programmer to sit in on the regular therapy sessions of Law firm 'B's top attorney and subtly twist the patient's view of his/her relationship with their spouse, planting subconscious suggestions of problems in the relationship that do not exist. This technique would fall under the category of manipulation in court, with or without NLP. Another instance of manipulation your brain doesn't commonly recognize because humans are sympathetic creatures is the emotional manipulation done by beggars. Though there is a percentage of 'honest' beggars who are genuinely homeless and struggling to survive, but there is a great majority of those whose trade is begging.

It is quite popular in the South Asian region, and the manipulators often don patchy clothes and have dirty faces. They use words and behaviors to play on the emotions to convince people that they need money. Many even go the extra mile and hire children for the day, just to rub it in. The manipulation is done so well that whether they have trained themselves in NLP techniques or not, they are exceptionally good at it. On the other hand, NLP programmers hired to hold regular workshops in businesses (such as our hypothetical law firms) use it to boost employee motivation and encourage them to pick up.

New skill sets have been attributed to extraordinarily successful individuals to improve general worker productivity and employee attitude. It is a technique that has shown positive results. Similarly, as it is used for business purposes to inspire workers, it is also commonly employed by a door-to-door salesperson to sell as many products as possible and earn higher commissions. Personal programmers work with their clients to help them repair relationships with their friends and family, rectifying and solving conflicts. NLP is also clinically utilized in curing mental illnesses like PTSD, GAD, phobias, anxieties, paranoia, and even substance misuse.

There are many more instances where NLP is employed, for good and bad, but the prevailing truth of the matter is that NLP itself is not guilty. Like any technique or product, there are users and abusers. The thing being (ab)used is innocent of the crime of the (ab)user. It's NLP abusers with immoral, nefarious motives that have brought a bad name on the personal development and psychotherapy technique so well-intended by Bandler and Grinder.

NLP Techniques in Mass Mind Control – Media, Political Cults

If we were all given the freedom to make our own choices, would this world be a better place? Does our individual choice benefit the collective? Since we are not able to do so collaboratively, others make choices for us. The thought of "mind control" or brainwashing can stir different feelings within you. Would it be considered a violation of your most special God-given right – free will? You may have a subtle disinclination

to the thought or entirely oppose it, whatever the nature of its use. Nevertheless, as with every other tool, mind-control techniques can be used for good or be abused for personal gain at others' expense.

Mass mind-control entails secret, sophisticated operations that have a significant influence in our world, with the media taking center stage and using it as a tool for whoever controls it.

Many of us are naïve when it comes to the destructive and disturbing nature of mind-controlling programs. Yet, some who are aware of it may choose to ignore it (perhaps this is another type of mind control and not want to make the conscious effort to use their grey matter). Some are happy to let others think, thereby giving those in power free reign to cause more fear and divergence of our world.

It is a relatively common trend from companies to governments and everything in between to manipulate you into believing in something you did NOT think about. For a long time, people have been in the dark, unaware of such a thing existing. But thanks to those who broke the code of silence to voice the injustice of such matters, today, you have been made to open your eyes and minds.

Sometimes, those people are made to look like a rebel, like Julian Assange, Australian editor, publisher, and WikiLeaks man. Due to the foundation already laid by the powers that be, we think the way we do because we are programmed to do so, and the rest that follows is the logical conclusion. Some components of dark NLP are needed so that the elements of a collaborative society are firmly rooted. A breakout of chaos and anarchy does not cause a nation to face irrevocable destruction.

Areas Where Mass Mind Manipulation Takes Place

Governments and Media

Can a democratically elected government operate to manipulate the willpower of the people? Throughout our world's history, we have witnessed the rise of many powerful empires, regimes, and governments and their success at authoritative governing. Do elected governments rule with democracy? Governments have long used mind control and brainwashing all around the world. They use the media as their agent to convey the message.

Politics and media have formed a great partnership in this powerful art of manipulation. They aim at sectors of the population in different areas to address targeted problems that are relatable to them, re-framing their thoughts. They have the power to control the narrative in the news channels and newspapers. They can cause and solve nonexistent problems, they can distract the people from the problems that plague the world, and there will be no voice to rise and speak against them. Often, problems are created

solely to create the demand for a solution where the government comes to the rescue. Manipulation at its finest!

A good example is the movie Wag the Dog (1997), a comedy describing how the media can manipulate public opinion. This movie shows that the media uses images and signs (NLP) to sidetrack (manipulate) the public's attention toward problems that may not apply to them. It shows us the power media can wield over the masses. Governments allow controlled substances like liquor, antidepressants, drugs, nicotine, and prescription drugs to control certain pockets of people so that they will not retaliate in ways that can affect the sociological balance.

The Freedom House President Michael Abramowitz stated that paid critics and political forecasters to government propaganda have been established and become a global trend. The fear factor is another way to make sure the nation is not allowed out of line. You create a cause to be feared, like an incurable disease or terrorist agents, and claim you are out on the streets to monitor unethical activities and those who aid the perpetrators. Conspiracy theorists often claim "false-flag" events are orchestrated with the use of crisis actors.

JAWS (1975) was one of the greatest films made; it was a high-grossing movie until 1977. There was extraordinarily little known about sharks during this time. The movie created a response of deep-rooted panic, fear, and terror resulting in beachgoers worldwide not patronizing even the beaches' safest. The media continues to stay committed to abuse those fears when the subject of sharks arises.

You are made fearful about which topics you can speak out about in public. You're made to be afraid of helping a stranger because you cannot be sure what his motive is. Will lending a helping hand get you in trouble? You fear that your phone calls are being monitored. You always must watch your back.

Take North Korea, for instance. It remains the world's most oppressive country. The government continues to implement total political control of its society through fear and where its people's activities are monitored with an iron fist.

The art of persuasion has become a profitable business in our times, with advertising playing the central role. You are continually being programmed and told what you must eat, what beauty products you should shop for, what insurance you must take up, what medical treatments you must follow, how you need to manage lifestyles, and where you need to invest. The moment you switch on your TV, you are bombarded with commercials trying to convince you which product to buy. Marketing is built on the principles of manipulation. The tactics used in magazines, billboards, posters, newspapers, free flyers, and television subconsciously tease you because your mind absorbs all that information. If you see them enough times, you will feel a need for the products.

Advertising and Marketing

Most marketers unethically manipulate their target audience, creating a sense of attachment to the product. Marketers don't just manipulate adults; they also manipulate children. Most commercials targeted for child-related products are aired on the children's channel or during commercial breaks at a kid's movie. As an adult, you are inclined to indulge your children and find creative ways to celebrate events such as Valentine's Day, which has now become a major commercial event. Marketers prepare for such events weeks ahead.

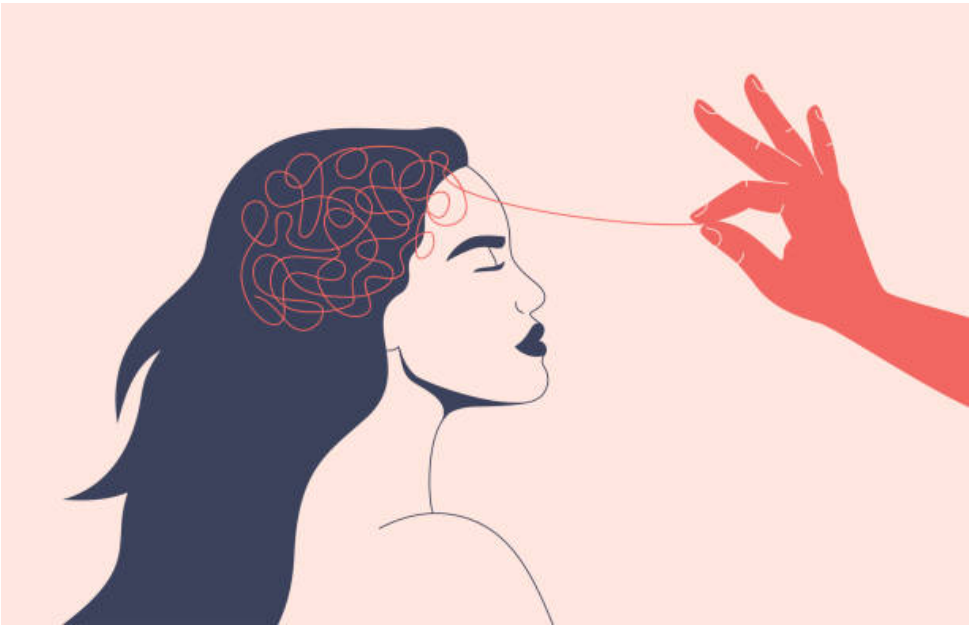
Beauty pageants, fashion shows, clothing catalogs, and fashion magazines portray perfect-looking models and celebrities who promote models with ideal bodies, especially targeting teenagers, giving them the impression that wealth and success are a by-product of the slim figure. Hence, many cases of anorexia and bulimia among teenagers and young adults search for the perfect image at their health risk. Marketers exhibit people who are perceived as beautiful or handsome or celebrities to sell products and earn excessive profits. They believe anything can be sold if it appeals to the consumer and is considered attractive.

Market manipulation is used to sell the image, manipulating those in search of this perceived image. The entertaining arts, movies, and music is entertainment enjoyed by most people. Still, the industry and governments use them as a form of distraction under the category of manipulation.

The entertainment industry is controlled by a faction of people who employ specific thought-provoking themes with subliminal messages that pull at your heartstrings, bring tears to your eyes, or terrify you. Movies about doomsday settings give people an idea of the possibility of something like this happening in the future; here again, you notice consumerism at its best when people flock to buy survival equipment.

Chapter 3

NLP TECHNIQUES



Dissociation

The first thing that we are going to take a look at is a process that is known as dissociation. Have you ever entered into a certain situation and just had a really bad feeling about it right from the start? Or maybe there are certain situations where you are going to start feeling sad or down each time that you experience it. Or you may have some situations at work that are going to make you pretty nervous, such as a situation where you need to speak publicly.

These situations show the whole range of emotions that you can have, and often they are going to seem like things that you have to deal with, ones that are automatic and unstoppable. But you will find that by using the techniques from dark NLP and dissociation, you will be able to turn these feelings away and not allow them to bother you any longer.

Reframing Content

Attempt this method if you feel down or helpless in a scenario. Reframing can take every unpleasant scenario and inspire you by turning it into something constructive.

Let's presume you break up a relationship, for starters. At first, that can sound horrible, so let's reframe it. What seems to be the advantages of becoming single? You're now accessible to certain future partners, for starters. You have the right to do anything you want, anytime you want to. And from your previous relationship, you have gained important lessons that will enable you to have much better future relationships.

All these are instances of having a situation reframed. You offer yourself a new understanding of this by reframing that context of the breakup.

It's normal to worry or dwell on anxiety in planned circumstances, but that just contributes to even more issues. In comparison, turning your attention to another thing helps clear your mind and helps you make rational, even-handed choices.

Anchoring Yourself

Centering originates from the Russian psychologist Ivan Pavlov that performed with dogs by constantly circling a bell as the dogs ate. After frequent bell rings, he found that by ringing a bell at any time, he can get the pets to drool, even if there's no meat available.

It produced a neural connection between both the bell as well as salivating actions called a programmed response.

You should use all kinds of "anchors" to stimulus-response yourself!

Anchoring yourself lets you connect your desired optimistic emotional reaction to a particular expression or feeling. When selecting a happy emotion or image and consciously attaching it to a specific action, you will activate this anchor anytime you feel weak, and your emotions will shift automatically.

1. Recognize what you expect to experience (for starters, confidence, joy, peacefulness, etc.).
2. Decide where you like this anchor to be on your body, like grabbing the earlobe, rubbing your thumb, or gripping a fingertip.
3. Think of a moment in the background where you have known the condition (e.g., confidence).
4. As you return to memory, pull/touch/shove the area you've chosen on the body. When you reenact the memory, you'll see the sensation swell. The instant the relational condition rises, remove the pressure and continue wearing off.
5. This will establish stimulus-response neurology that will activate the condition if you render the contact again. Only contact yourself again in the same manner to experience the condition (e.g., esteem).
6. Think of another experience where you feel the condition, look through and revisit it with your eyes, and hold the condition in the same place as before, to make the

reaction even better. The anchor gets more effective each time you bring another recollection and will activate a greater reaction.

7. Using this strategy, anytime you want, your attitude is modified.

Future Pacing

This technique, known as future pacing, requires the practitioner to ask the client to imagine how they might go about doing something in the future. The NLP practitioner will monitor the client's reactions as they do this.

The goal of future pacing is to determine whether or not a change in progress has been successful. The practitioner will make this determination based on observations of body language. If the client's body language has not changed from prior attempts, the intervention was not at all successful. Another goal of future pacing is to implant a positive change for the future. The client needs to have a better approach to a problem, especially when the potential outcome is detrimental.

One of the major benefits of choosing to do future pacing is that the client will have experience with a given situation before ever actually having to be involved. They will already have a positive reaction lined up. Although future pacing does rely on visualization, NLP practitioners assume that the mind does not determine the difference between a real scenario and one that has been visualized clearly. It might sound strange at first, but it is quite easy to trick your mind into seeing things positively.

The theory of future pacing revolves around the concept that when you visualize something positively, your subject serves as the perfect model of behavior. Even an imagined initial experience is a fine reference point. In reality, your behavior simply accepts that initial visualization, even though it was not genuine. Your brain subconsciously makes this the change you want to experience when you encounter the stimulus again in the future—for real this time. Essentially, it runs with the idea that practice makes perfect.

Swish

This is an approach to NLP that redirects thought patterns so that the client no longer plays out an unwanted behavior and instead acts out a desirable one. The way that your subconscious encourages you to behave is typically the course of action it has deemed most appropriate. Whether or not it is a good action depends on a few different components. Instead of falling into bad habits, the client is encouraged to take on new positive ones.

Swishing often requires the use of visual cues and sound effects. Undesirable behavior that stems from these visualizations is paired with sound effects, encouraging the process of changing from negative to positive behaviors.

Ultimately, swishing is good for a few reasons. It can eliminate feelings like embarrassment and stress for many people. Learning how to swish can eliminate situations that are causing you intense grief. Of course, this technique is best used to combat small issues rather than very large ones.

Chapter 4

NLP AND THE HUMAN BRAIN

NLP is, in the simplest form, a kind of brain software that programs the way a human thinks. An NLP practitioner studies the forms in which an individual thinks and attempts to remove all the phobias, dogmas, and unwarranted prejudices that the person has been dealing with until now. The neurological thinking cycle of an individual is regulated by the technique.

NLP Is a Complex Strategy

From improving family relationships to improving careers, NLP can do much to help! The style of programming also helps people recover from trauma, phobia, and terminal illnesses. Ask others who have learned from NLP methods which can help illustrate how successful the methodology is. NLP's praise goes to two brilliant minds — Richard Bandler which John Grinder. Back in the 1970s, the two great minds came up with this fascinating and powerful strategy. Since then, the way this specific method has been used for programming behavioral habits, coordination, inspiration, and memory has improved greatly.

The approach has grown into one which is intuitive and effective. For many still, NLP hypnosis remains a mysterious science. Hypnosis comes well ahead of the real NLP strategies. Since its inception, NLP hypnosis, or hypnotherapy, has maintained even popularity. The NLP and NLP hypnosis synthesis makes for an interesting study. With the aid of neuro-linguistic training, a person may become an expert in hypnosis.

Mr. Richard and Mr. John created a ground-breaking method that covers three main fields-Neurology, linguists, and computer science. The duo also worked on a book, published in 1975, entitled "The Structure of Magic." Very soon they started courses at NLP to teach ordinary people how to benefit from NLP. Overall, NLP preparation helps to have a comprehensive insight into how a person works.

It helps to understand what effect communication has on the human mind (both verbal and nonverbal). The methodology is essentially an in-depth linguistic training of the mechanisms in a person's thought. It helps unravel and replicate an individual's behavioral patterns. Not only does the technique help model the thinking of another person, but it also helps a person win over self-limiting patterns. Neuro-linguistic programming (NLP) better known as "modeling excellence" is a diagnostic technique. Theoretically, it cannot be known. Experimentally only this can be understood.

Today the NLP is a thriving sector. The industry is teeming with practitioners of NLP training, NLP coaching trainers, NLP courses, and NLP master mentors. The technique's high-end benefits help attract people to this wonderful mind strategy. Some institutes offer free online coaching at NLP as well. An interested person may hunt for such free NLP training programs to boost confidence and the ability to interact.

NLP As a Strategic Business Tool

Since 1992, I have been an NLP proponent and an early adopter of NLP training in the company I was the National Service and Training Manager in. It was a place where forward-looking, ambitious individuals thrived, and rapid growth was developed. The most ambitious were those who first tried out NLP to help them excel. These were originally the selling managers who were searching for something to give them the advantage in a highly dynamic marketplace. Marketing and marketing staff quickly followed up with them.

There were other achievements including the sales manager who earned a £60 m deal with BT because he learned how to develop good partnerships with main influencers. It was a very innovative and exciting time and in the UK NLP was still very recent. Today, as a common solution to many competitive industry issues, NLP is enjoying its place center stage. Many who excel have found that implementing NLP requires a strong degree of comprehension and a desire to liberate themselves from traditional thought.

Main Areas of Industry Where NLP Has Significant Effects

Leadership Workforce Participation Recruiting Contact Promotion Advertising Conferences Workshops Project Management Quality Team Working Preparation Stress Reduction Traditional wisdom is a big restriction on NLP's performance in the workplace and my goal here is double-to explain some of the challenges encountered by people attempting to use NLP in the company but failed.

NLP is short for neuro-linguistic programming that explains what's going on in NLP training classes-you're discovering how to interact with verbal and non-verbal words, and you can alter or re-program your thought for better gain. You do get an excellent understanding of the people-to-people contact mechanism, and some realistic inspiration models. It was called studying the art of subjective experience, focusing on how a person thinks at any moment and responding to what you feel.

One of the often-made mistakes is to think that someone who has trained as a Practitioner can pass on their learning to others. When practicing NLP, clinicians are unlikely to be willing to concentrate on the nuanced mechanisms their NLP coaches use to ensure that learners become inspired and practicing sticks. Since NLP is such an interesting topic, and people get so much from it, they seem to be excited about teaching it to others, but it's not the same to teach NLP and explain what you've learned to others.

Another error that companies create is to use it to 'sheep-dip' people in NLP. The initial reaction to NLP may be like the Marmite approach-either you love it, or you hate it. So, sheep-dipping is not an effective way forward-as you'll read later in this book, it's also unnecessary.

An Effective Approach

The format we have developed over the years and recommend to our customers has five main stages:

1. **Specify Your Audience**

Determine first where you want to add an NLP approach to your market. If you begin with a specific area then as a result of the effort invested, you will be able to measure the progress made in that field. The people are your audience in this area and your job is to motivate them to take part in the show. Sales performance is one of the easiest to measure applications and the results will come quickly. Most salespeople will be motivated to learn anything that they believe will help their sales volume increase.

Other areas such as customer service, employee engagement, and team-working may take a little longer to filter through the benefits, although the 'champion' approach creates a pull rather than a push for change. You build a Mexican wave-like chain reaction inside the organization by educating the individuals who are already up for improvement (champions or agents for progress) by encouraging them to show their positivity by skills. This needs little effort to sign up for the service because more and

more people volunteer. This is genuine dedication and empowerment in motion, which allows the company to support potential proposals for progress.

2. **Outcomes**

The very first query you have asked your group to address is' what do you want NLP to do for you? 'And this leads to the main query-what is the result? Deciding on your results will help you focus on the application and measure the outcomes, but these are just your outcomes. If you wish to reach the audience, they will always require specific feedback. This is also an essential part of any program that wants to be implemented but is always ignored. Learning inspiration calls for a specific interest added to what you know. It is normal to fail or attempt to understand or alter policies because that dimension was excluded from the front-end phase.

3. **Specify Current Experience**

One of NLP's first teachings is that if people know you respect them and are genuine with your motives, they will let you affect them. They're glad to be guided with fresh thoughts anytime it occurs. A standard example can be seen in a skeptic answer, where defending your concepts is the most frequent reaction. This normally ends up in a tense territorial exchange. The NLP solution is to consider the cynic's point of view by suggesting anything like, 'and you're correct to be skeptical about fresh theories before you've properly checked them out, else we'll all embrace it as true. I always want to work with you because you've done things on your own.'

Pacing is all about building enough relationships so that trust is created in the relationship. That makes it easier to achieve everything else as people will want to succeed. With 1:1 meetings, small groups, and entire organizations, this model is efficient. The only difference between these is the frame within which you work for each. E.g., the framing for a 1:1 relationship must include the individual's expectations and preferences, and his/ her feedback must decide the feedback. Your framing in a small community is going to be the same as the 1:1, so you're having to have extra contact strategies to ensure you keep up with others. You will do the same with an entire organization as with the small group and use additional communication techniques which include a larger and more disparate group of people. You will probably also frame your interaction with them in a much larger context.

When it comes to pacing and leading large groups, you just need to think about a union dispute to see how a workforce's efforts are often not recognized by management. If executives decided to engage in expressing gratitude for the everyday successes instead of pressing through improvements, there would be fewer conflicts. All too often disputes arise because managers try to lead without pacing past and current experiences first.

4. **Lead To a New Experience**

You can start leading after enough pacing. If you did a successful pacing job then leading is a normal cycle. The manner you lead will depend on your audience's motivation patterns. If it's a 1:1, tiny team, or broad squad, the willingness to listen and identify trends of inspiration can instruct you on how to better lead. The more details you're listening in to the faster you'll be moving in.

If your motives are true, truthful, and genuine then you would be actively leading people. If you have secret motives or are in some sense insincere then none like this can operate. We've got the power to detect insincerity. It is unconsciously picked up by tone of voice and body language.

Leading skills are learned on an NLP Practitioner course, and they relate as much to leadership development as they do to any other business area. Leaders of skills needing to develop, engage, and motivate their teams are all found in NLP. We often find that managers who attend our programs return to their organizations and start exercising more positive influence in an expanding sphere of influence. They've mastered a very graceful and simple way of guiding.

5. Keep It Real

Watch hypotheses and generalizations. Such are the drawbacks of modern exercises, workshops, and conferences. An idea is only valuable if you can bring it into effect. Typically implementing a new principle involves a new action that emerges with experience – else the old behaviors continue to prevail. So many people can recite theories but cannot behave according to the theory.

One of the most popular concerns we answer at the start of our NLP courses is when anything like this goes, 'should an individual do x in this situation?' In such a situation the questioner attempts to predict all people. This is of course nonsense. Our typical answer to that question is ‘what person?’ As I said earlier, NLP is studying the art of subjective experience, so unlike conventional psychology, we don't try to define 'norms' because they don't help us. We want to interact for a situational interpretation, at the moment. In this way, our communications will be realistic and efficient.

The conjecture is also another learning hurdle. Some people will act it out in their minds as they listen to a teacher explain a strategy or situation by thinking to themselves, 'how does that work?' In doing so, they put themselves in the frame and imagine how it's going to play out for them. If you just remember the process, this is fine, but some people take that further and imagine a negative conclusion to the process. This brings them to say, 'this wouldn't work for me' and hey presto, it creates a barrier to learning. Only by doing something out first do you truly learn how it would succeed-not just in your mind but practicing something and being honest about the results.

These are only a handful of the more important obstacles to mastering new competencies. There are several others that it is doubtful traditional trainers would consider. NLP teachers are extensively skilled in identifying many of these cognitive

challenges and modifying their training methods to support people to resolve them and continue learning. If there is one aspect that NLP gives anyone, then it's the chance to know more smartly and easily.

Chapter 5

TIPS FOR USING NLP

Using NLP may be a different and new experience for you at first, but there are some tips that you can use to get NLP to be easier for you to understand. NLP is going to transform the way that you think, though this is not going to happen overnight. You are going to have to take some time to learn how to change how you think.

Tip One: The Why Question

'Why' is a question that many people cannot help but ask and it is ultimately going to get you nowhere because you are not always going to be able to figure out why things happen. Sometimes things just happen because things happen. A question that is going to be more efficient is going to be to figure out how you can solve the issue at hand.

Tip Two: Your Behavior Is Rarely Going to Be Wrong

However, you can use that behavior and possibly use it in the wrong context. For example, if you are scared to be around sharp objects because of something that happened in your past, that is a fear that is going to be perfectly acceptable. But it is not

going to be acceptable if you are scared around a restaurant when you are not using a sharp object, but other people are. Your fears can overtake you, but it is up to you to decide when you should allow them to come through and when you should try and work through them.

Tip Three: Your Emotions

The emotions that you feel are stem from something that happens in your brain. You are not going to just randomly have emotions pop up because you are thinking about them. Most emotions surface when you engage in an activity that causes you to feel those emotions. So, instead of dwelling on those emotions, why not do something different? If you are placed in the same situation again, try something different so that you can get another result.

Tip Four: Your POV

Looking at all the bad in the world is going to cause you to find something to be worried or upset about. There is plenty of bad in the world that you are going to be able to find them even without really trying. All you have to do is look at the news and you are bound to find something bad in the world. So, train yourself to start looking for the good in life. It may be harder to locate, but it is going to help with your depression because you are not going to have to focus on all the bad, instead, you are going to be finding the good that comes with life.

Tip Five: Receiving Compliments

Compliments can be hard to take sometimes, but not taking them is going to make you question if you feel good about yourself. Your current beliefs may cause you to question and doubt every time someone says something nice to you. But you are going to find that compliments are going to help you with your depression. Having other people notice that you have done something helps to boost your self-esteem. So, if you do not believe that people should be complimenting you, either do something worth being complemented, or change your beliefs so that you can take a compliment. Compliments are not bad! They are a human's way of saying that they notice that something has been done and they appreciate it.

Tip Six: Talking to Yourself

It may be hard for you to accept, but you are going to talk to yourself daily inside your head. Most times, the voice that you are hearing in your head is going to be different than the voice that you use when you are talking to other people. If you are finding that it is complicated to talk to yourself because your inner voice is not supportive, then you need to change your inner voice. This is going to help a lot when it comes to depression

because you are going to be changing how you look at yourself. If you cannot accept yourself for who you are, then how can someone else accept you?

Tip Seven: When Problems Come

Problems that arise in your life may seem like they are never going to end. However, instead of looking at the problems that life throws at you like they are never going to end, look at them as opportunities that are going to be there for you to change your life. All you have to do is use a little bit of imagination to look at the way that the problem falls and realize that yes, it could set you back, but it can also push you forward so that you can positively cope with your depression.

Tip Eight: It Does Not Matter What Happened in The Past

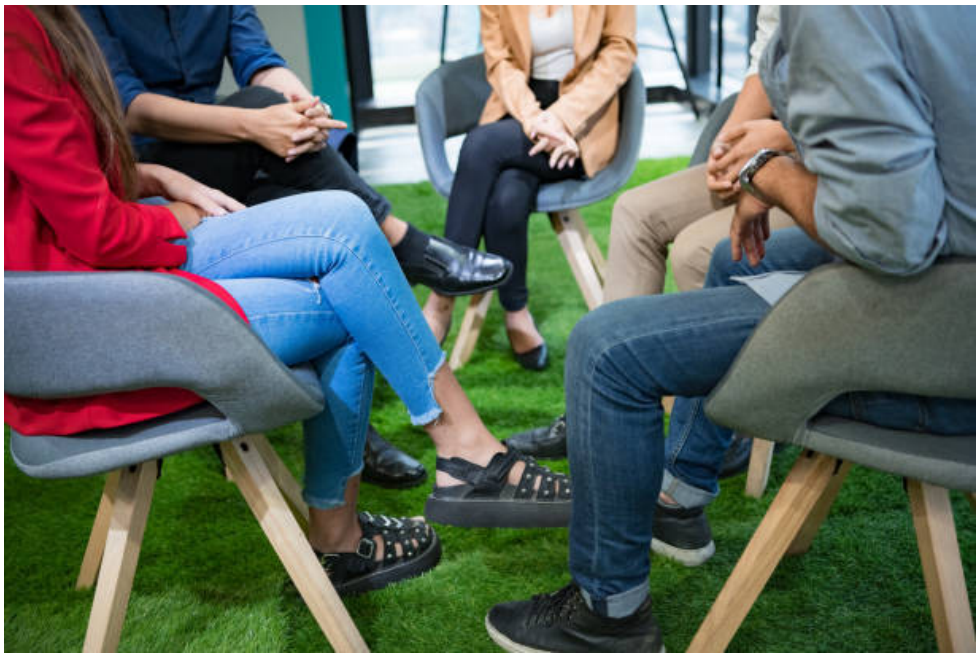
You are not going to be able to change it no matter how bad you want to. It also does not matter what emotions you felt back then because they are over and done with. The past is the past, and you are not going to go back to it. The only way that you can push for a better future is to let go and keep going forward. Learn from your mistakes and keep going toward your future. If you do not learn from your mistakes, then you are going to repeat them, and even though the past is the past, it is going to keep repeating itself until you finally learn and stop making the same mistakes.

Tip Nine: Remember to Breathe

The best way to breathe is to inhale from the pit of your stomach. Doing this is not only going to calm your nerves, but it is going to control your physiology as well. Remaining calm is going to be the best way for you to keep calm in situations that your tension can be high. The better that you control your breathing, the more likely you are going to stay calm and make the proper decision when it comes to having to react to something that someone has said or done.

Chapter 6

NLP PRESUPPOSITIONS



When we think of the foundations of NLP, the classics of NLP, we are also talking about presuppositions. You see, NLP is not built on a bunch of theories. It is based on what works in the real world. Bandler and Grinder were famous for saying, “If it works, it's NLP.” What we are doing here is we are looking for people who have the desired outcomes, and then we are figuring out if what they did to reach that outcome worked.

This is one of the things that makes it difficult to put to the academic test with peer-reviewed journals. Peer-reviewed studies look at the theories and test the hypothesis, but in NLP, we do not have any hypothesis. What we have is the experiences of people who have gone before us—it is very practical.

Replicating Patterns of Success

In the earliest days of NLP, the creators were so excited to be able to replicate the successes of Virginia Satir, medical hypnotherapist Milton Erickson, psychologist, and psychotherapist Fritz Perls, as well as others who they studied. And they were excited to share those outcomes without giving much attention to the philosophical basis. What has happened in the last forty or fifty years, which we do not spend too much time

focusing on in teaching NLP, is that we have learned the psychobiology of behavioral responses and emotional responses.

We now understand the mind/body connection from the work of Bruce Lipton and other people who have written on this subject, both in academia and popular psychology. And we now understand the importance of our brain, the literal brain, in creating the ability to access and replicate the patterns of success, which NLP has shared and discovered.

I love writing about NLP within the context of acceptance and commitment therapy, within the context of mindfulness-based stress reduction. We know that the mind is not primed to stay in the present moment. Because of evolutionary biology, our mind looks at the past and tries to predict the future. And it is always scanning the past to decide the future. This is how the mind works, but we can create, practice, and utilize techniques like mindfulness-based stress reduction that can teach a person to do what the brain is not naturally inclined to do, and that is to live fully in the present moment.

The result of this is that people handle stress better. They handle decision-making better, handle relationships better, and it is more likely that they will be able to step into their intentions and dreams.

Primary Representational Systems

Classic NLP focused on the primary representational systems. You can think of this in the context of the five senses—olfactory, taste, gustatory, smell, etc. Most people are not olfactory or gustatory learners. They are usually auditory, visual, or kinesthetic learners. Kinesthetic is tactile, feeling, touching. These five senses are how we experience the world around us. And the earliest writers in NLP recognized the value of determining a person's primary representational system. Are they functioning as an auditory learner and experiencers? Are they functioning as a visual learner and experiencers? Do they experience the world around them from a kinesthetic perspective?

How do you know if you are auditory, visual, or kinesthetic or if somebody you are working with is auditory, visual, or kinesthetic? I put it in the context of the modern era and IKEA furniture.

How can building IKEA furniture help us determine what representational system we have?

The auditory learner experiences the world by hearing things, by saying things. They read the directions because the directions are literally “heard” in their mind.

The visual experiencer takes the picture that is on the box, looks at all the pieces, and tries to build what they see.

The kinesthetic experiencer takes the pieces, touches them, feels the painted side and the unfinished side. They align those together. They see which pieces are heavier, bigger, and smaller. And they build it by feeling it.

The way you build IKEA furniture can reveal what your primary representational system is. Our primary representational system is essential. Our clients are experiencing their problems from an auditory perspective, whether it is self-talk or the messages imposed by others. They are experiencing it visually, seeing their future either negatively or positively. Or they are feeling their emotions weighing them down or lightness and power of success. The early NLP practitioners focused on being able to assess the client's primary representational system and then encouraged us to be congruent so that we were able to work within the skill sets they had to help them achieve their greatest level of potential.

The problem with that idea is that it is rather limiting. It is limiting because our clients are going to go back into the real world. And the real world is auditory. It is kinesthetic. It is visual. It is olfactory. It is gustatory. There are multiple sensorial experiences. When I have a client, whose visual acuity is high but kinesthetic acuity is low, I work with them to help increase their kinesthetic acuity. When my clients have a low level of auditory acuity and a high level of kinesthetic acuity, rather than simply trying to master kinesthetic awareness, I help them learn how to increase their auditory acuity to operate holistically in the world, and the easiest way to engage people is to create rapport with them. And NLP training is always focused on skills and rapport.

Proxemics

Proxemics simply means to attend or to be with somebody and the impact that has on them. We respond psycho-physiologically to the presence of other people. This tells me how I can increase my rapport-building skills by understanding proxemics and my relationship with other people. These ideas worked around forty or fifty years ago, but they are ideas we can put to use today.

In the office, how do we position ourselves with clients? I often deliver my pre-talk as a hypnotherapist and as a life coach at my front table. My client feels safe because there is some space between them and me. When comfort and rapport are built, we move to the hypnotic furniture, my client to the recliner, and I to my chair—near them, closer to them, sharing trance experiences with them.

I do not view myself as doing hypnosis to anybody, or doing therapy to anybody, or doing coaching to anybody. I view myself as sharing a trance with them, sharing expertise with them, or sharing the resources that have helped me transform, and help the clients I work with transform to get the benefits that others who have gone before them have.

Patterns of Success

In classic NLP, we talk about patterns replicating success.

This is at the heart of life coaching, helping people to reach what they believe their greatest level of potential is. Patterns are replicable. Patterns of success can help in overcoming difficult emotions, becoming motivated, and building a set of resource states that are of value to me. All these things are the ideas of NLP patterns. Some of the classic patterns you may have heard of are the Swish Pattern or the Six-Step Reframe. They are all classic NLP patterns, but the question is, what new patterns can we develop? And can we develop them in multiple professions?

In the context of sales, we can look at exemplars who are exceptional salespeople, such as Zig Ziglar. We can create a pattern from these folks because these were not looked at in early NLP. But if one wants to be a successful salesperson, we need to look at the modern exemplars in this industry or any other industry and ask can these steps to success be distilled down into a formula or a pattern, taught to other people, and then replicated? The answer to that is almost always yes.

Neurological Levels

Neurological levels deal with the who, what, when, and how. These are classic concepts in NLP, as are language patterns. But language changes. The same language that we use today was not available forty or fifty years ago. It is said that in fifty years, twenty percent of the common language, the everyday language that people use, will have changed from what it was in prior years. How do we know this is true? Read an old book. The language is archaic. And the language patterns that were studied in early NLP and are still taught in many classes are not necessarily the language patterns that people are using today.

Chapter 7

NLP AND COMMUNICATION

The human mind has always been a territory of mystery, which not even neuroscience, with all its advances, has been able to know fully. The subjectivity of each person, their belief system, customs, habits, etc., are contents that are stored directly in the mind. These are such complex processes that we cannot decipher them individually. Do you want to know how to begin to understand the mystery of the mind?

The answer is closer than you think: it is language and communication that lead to the territory of the mind. It is no accident that philosophers, such as Martin Heidegger, have said that "language is the house of being." The research that has given greater practicality in this regard is communicative action through Neurolinguistic Programming (NLP), created by the psychotherapist and computer scientist, Richard Bandler and linguist John Grinder in the mid-70s.

NLP communication is one of the most effective tools for restructuring the subjectivity of people at all levels. On the one hand, neurolinguistics, which records brain activity from language, and on the other, communication, in all its forms (verbal and nonverbal), makes it a very useful instrument. That is why NLP and communication are necessarily linked. While it is about programming, it provides you with formal structures for changing your belief systems. In this sense, if you find yourself stuck in your work or a romantic relationship, communication with NLP helps you to redirect the attitudes you face with your life, and thus achieve the success you have always longed for.

It is from the NLP that it works and effectively activates the communicative action as a learning method for the development of human capabilities. In other words, NLP communication brings you closer and closer, not only to understanding but to programming your mind for the successful development of your skills.

What Is NLP Communication?

Neurolinguistic Programming is a method that allows you to access the mental content of the human being. NLP offers you, learning models, for the optimization of belief systems. She is born in the first instance as a therapeutic method. However, currently, its scope is much broader: companies, institutions, and coaching, in general, are increasingly interested in this method.

Believe it or not, success is just around the corner; you will see that your communication and speech with neurolinguistic programming, and all aspects of your life, will change course towards healing, tranquility, and the best use of your mind. Remember that your brain acts by repetition that is, by what is most familiar to you.

Therefore, in any situation, your mind chooses the same route. In contrast, neurolinguistic programs are learning techniques that improve your ability to respond to particular situations. If you are still not convinced, we guarantee you with NLP effective communication, programming of your mental schemes, the improvement of your speech, confidence, performance, self-esteem, proactivity, etc.

NLP causes you to change your belief system. By changing beliefs with NLP, you convince yourself of your success and discard the negative considerations of yourself. This is established by the co-creator of NLP communication, Richard Bandler, when he says that “The key to success is beliefs. I modeled many successful people” (Interview with Richard Bandler. Coaching Portal. 2006. This is how communication with NLP can model your mind to achieve success in any area of your life.

NLP Communication Laws

The NLP and communication model are a pragmatic theory that bets on modeling behaviors to provide you with an improvement in your quality of life. The laws or parameters of NLP communication can be reduced in three main features:

It is impossible not to communicate. The most important NLP tool in interpersonal communication, which is responsible for establishing the link between successful behaviors and your own subjective experiences.

Your body speaks, move it! When you practice NLP communication, you must be attentive and anticipate any reaction of nonverbal language, that is, of body language. Addressing these nonverbal expressions of language is keys to get better programming of your thinking.

If what you have been doing so far does not give you the well-being you need, it is time to do new things. In NLP communication, it influences more than you think to change the attitude with which you interact. You must do daily exercises, such as talk highlighting the positive; react bodily in a kind manner; Believe that success is possible in each personal or professional project you undertake.

NLP Communication Channels

In this technological era, there are several channels in which communication and NLP can be transmitted to any type of people, like you and me. Likewise, the scope of this method is quite wide, and the easiest way to access its teachings is through the internet, through certain web portals. However, as modeling your mind is a process that requires patience and experienced teachers, we recommend you visit reliable websites, such as the Teleseminar NLP High School.

The NLP Higher School was born in Mexico, thanks to Dr. Edmundo Velasco (Physician by profession and specialist in Gestalt psychotherapy), who worked directly with the co-founder of NLP communication, John Grinder. The vision of this School is to incorporate more and more people who are willing to work their emotional and productive life through lessons of NLP and effective communication.

This School of programming is one of the most prestigious in the entire Spanish-speaking region; its roots are rooted in the foundational principles of NLP communication. It offers a wide range of courses, from the face-to-face classes taught by Dr. Velasco himself, to the online workshops, where after participating in the transformation of your life aimed at success (if you are one of those who are emerging as leaders), you can obtain a certificate as a Facilitator of change processes with NLP, and thus master the communication with NLP and become a positive influence for everyone around you.

Types Of Communication In NLP

People are beings of language. Therefore, your own need to express yourself and communicate is basic. Neuro-linguistic communication and programming discovered the fact that the integration between language as spoken or written word and language not spoken, but expressed through our body, through gestures, expressions, postures, etc., is the basis for the creation or modification of mental structures and belief systems. Hence, NLP uses the use of verbal, nonverbal, and visual language as resources to make effective the mental change of people.

NLP Verbal Communication

It is, by definition, the type of communication that occurs through spoken language. Neurolinguistics tells us precisely that with this type of communication, we can receive

the whole world of symbols and meanings from the outside and finally translate them, in the letter, into the spoken word. Now, when you access hand communication with NLP, you sharpen your neural receptors to use your verbal communication more effectively and consistently, as appropriate.

NLP Nonverbal Communication

When within the NLP method, you hear that there is non-verbal communication neurolinguistic programming; it is not eccentric or difficult to reach resources. On the contrary, nonverbal communication is the immense universe of an unsaid language, that is, the body language and symbolic systems in which it operates, namely:

- Chrononemia: time management
- The pimping: a spatial arrangement between bodies
- Diacritics: the symbols behind the spatial arrangement of objects and colors
- The paralinguistic: tones of the voice
- Kinesics: gestures, postures, movements, and reactions of the body

NLP Visual Communication

Although verbal and nonverbal communication keys to the proper management of NLP communication as a method of self-improvement, it is worth highlighting the visual as the most popular form of communication in our day, especially with the arrival of new technological devices and the massive use of social networks. It is true that the impact generated by a person, information, or event comes first through sight. That is why NLP appropriates this resource, intending to channel the way you appear in front of others, generating the best possible impression.

These types of communication with NLP form a set of applications that you can put into practice daily and help you gauge your personality to get the performance and success you need in your life.

Body Language

What do we communicate and how do we do it?

Knowing body language is fundamental and can save us in different situations. Let's find out why.

Difference Between Informing and Communicating

We inform when we pass information, and we don't need or care about what's next. I inform you, and this is enough for me. I want you to take this information and make use of what you think is right for you.

However, communicating is another thing.

We communicate because we want something back, even if it is just an answer. We communicate because we have a goal to reach, whatever it is.

Every communication has a value; even when we don't talk, we communicate. Small things like looks, postures, and facial expressions give information.

That non-verbal of which communication is composed, for the most part, because the messages of the body are the ones that communicate the most.

How many times did someone happen to tell you something, and despite his words, they were extra-convincing, the tone of his voice the most appropriate, yet a little voice inside told you that there was something that didn't convince you?

Read Body Language

Our ability to read body language and its signals allows us to get a clearer idea of what people want to say.

People can answer you yes and move their heads saying no.

Who says he is very happy to see you and slowly pulls his body back?

Who tells how much he got bored at that party and quickly licks his lips?

How much our body speaks is interesting to have at least a summary idea of what meaning those unconscious gestures have that people make while they talk to us.

We can divide body language messages into three macro-categories:

1. Messages of satisfaction
2. Waste messages
3. Tension discharges

Messages Of Satisfaction in Body Language

These are the subliminal messages that the body of our interlocutor sends without consciously realizing it. They express appreciation for what we are saying or what we are doing at that time.

Here are what they are:

- Nodding and saying yes with your head
- Linguine
- Analog kiss
- Caressing (hair, body)
- Approaches with the body
- Arms and legs not crossed
- Smile

Messages Of Rejection in Body Language

If the approval messages indicate that what is happening between us pleases our interlocutor, the rejection messages indicate the contrary.

Here are what they are:

- Shake your head
- Cross legs and arms
- Removal of the body
- Put yourself sideways

Discharges Of Tension in Body Language

These body messages are telling us that what we are saying or doing is generating a degree of tension in our interlocutor, an accumulation of energy that needs to be unloaded.

Here are what they are:

- Sighs
- Itching
- Patter of fingers
- Eat your nails
- Nervously move the legs
- To blush
- Swallow / Scrape with throat

They must be contextualized: it is not that if a person crosses his legs, it means that he is communicating to us that he does not like what we are saying.

Maybe but certainly not.

If more messages of the same type are present, then the message that arrives will be the right one.

Have fun watching which of these few body language messages are used by people who will interact with you tomorrow!

Chapter 8

NLP IN BUSINESS

Companies around the world have started to adopt NLP approaches because they have tremendous benefits that can push the business to the next level. Using NLP methods will almost ensure the most fundamental level of revenue increases. Therefore, peer-to-peer communications will greatly improve. NLP is just what the entire round of business needs.

There are several business-related aspects to neuro-linguistic programming. These include motivation pattern management, cognitive change technology, conflict resolution, training and coaching, guidance, learning, and teaching. At some point, all these dimensions cope with feelings, and once they have been handled, these feelings are of great advantage.

NLP can make an amazing difference if people apply NLP methods in any sector. Because, with a successful NLP practice, it is possible to change behavior in such a way that everyone is working towards doing it.

Four concepts can direct any organization interested in succeeding:

Work To Achieve Results

Positive use of NLP requires a person to set goals and work towards those goals. This method refers in general to a business environment. Once you understand what your outcome is supposed to be, your mind is better prepared to handle the measures to be taken to help you to achieve that outcome. The trick is to be mindful of your actions, and NLP is successful here.

Being aware can help your company stand out in the business world from a variety of other companies. Instead of working towards what they want, NLP-free businesses might work to avoid what they do not want. The problem with working with a negative outlook is that it will still attract a negative outlook; in other words, negative mindsets will cause negative outcomes. NLP places great emphasis on focusing on the outcome and focusing on it. It also preaches positivity and shows that even for negative actions, there may be positive intentions.

To achieve these outcomes, they must be expressed in positive terms. It ensures they should always be geared towards the' bright side' instead of tasks that cannot be done. To ensure that your expected outcomes are realistic, they need to be sensory-specifically testable and observable. The implication here is that there should be some evidence to prove that the outcome has been met. To be sensory-specific means you should be able to express yourself with phrases and feelings when you achieve the result.

When working towards achieving a result, it must be initiated and maintained by one man. This person must be in charge of the outcome from the beginning to the end so that the actions can be controlled and changed if appropriate. The concept here is that through NLP, an individual in the organization can trigger a wave of positive change through their actions. It also allows them to be held accountable for their actions – or you get a bonus.

Every action has an equal or positive response. Through practicing NLP to ensure that no damage occurs to you or other people, you are mindful of your actions and their possible implications. You can also model positive behavior, so if people imitate what they see in you, you will only have positive feedback reactions.

Understand And Be Aware of Your Senses

After learning the ability to use NLP, you will be able to read other people readily. It includes all the non-verbal cues they use when consciously or unconsciously communicating with you. As you are more aware of them, you must increase your senses.

Changes in skin color (blushing or pale), higher or lower breathing rates, and there should be visible muscle-flexing. Recognizing these changes can become essential when dealing with a client as it makes it easier for the person practicing NLP to determine what kind of impact they have on other people.

This recognition will also help the NLP therapist quit when the other person has achieved their desired outcome.

For example, you are working in the sales department of a busy clothing store. A customer walks in, and you notice that they have broken a little sweat, are a little out of breath, and keep looking at their watch even before they start shopping.

If you have used the NLP methods, you may find the client is in a hurry and needs to be quickly served to make sure they make their next appointment. Therefore, it is possible to adjust the amount of service you offer accordingly.

Change Your Behavior to Ensure an Outcome

It links directly to the first premise and deliberates the essence of NLP, which is behavioral transformation. In a business environment, you need to be versatile enough to change gears when you know that the response you expect is not the one you get.

This method can only work effectively if you always have your end goal in mind, particularly if you use the modeling authority and have a picture of the steps you need to take to achieve your goal.

Tap your ability, as explained in the second principle, to measure the response. If you obtain the desired result, you must continue with your pre-determined course of action. But you should try to use a different strategy if you do not achieve the desired outcome.

You can potentially save stress and frustration if you spend time analyzing and monitoring your actions by actually being mindful of the feelings and how you can cope with them.

Take Action

It requires NLP to be actively involved at this point in making decisions. There is no point in taking the time to learn all the NLP techniques if you do not bring your reading to the test.

The thing is to work to change behavior; it is crucial to do things in the present. Changing and enhancing behavior, when needed by being present, becomes simpler. Companies who send their workers to NLP skills training, particularly practitioner skills, will often focus solely on sending their leadership team on the expectation that they would have learned a fresh skill that could then filter down to the rest of the team.

NLP is not a resource that should be limited to the leadership of a company. Instead, it is a software that should be well versed by everyone in the company to ensure that the corporate objectives are properly achieved. Employees can use NLP methods to achieve optimum results or interact better with customers.

The effect is often quite clear when one uses NLP tools to deal with customers or connect internally–a percentage increase in consumer purchases or productivity of employees.

When an employee is trained to learn NLP skills at any point, they are greatly motivated, which generally leads to their increased production. NLP should teach any worker anything that can be done on a mental map to create, understand, and apply.

The points mentioned above highlight the most common business challenges. The primary challenge is proper communication. Communication encompasses what happens in a company and what happens to customers.

NLP is important in almost every area of a company, and it is beneficial to both employers and employees. Employees in an organization can use NLP strategies and activities to:

- Set clear and concrete goals and achieve them
- Build confidence to work and perform better all the time
- Improve their morale and stay motivated throughout the company
- Recognize some of the barriers which keep them from achieving their goals in their work
- Management will also use NLP skills in various fields, for example, building strong and meaningful relationships with other businesspeople, employees, suppliers, customers, and anyone else who matters to the business.

During discussions to improve performance, they end up creating the company's best customer service base to take care of all its customers' requirements. Still, diversity may be the requirement that customers need when managing the company and workers' disputes and issues, the business, and its clients, as well as between the business and other businesses.

NLP skills can help to determine how the organization can build teams that work even better and produce excellent results all the time. In general, NLP methods can be used to improve business sales.

Using NLP to Maximize Your Sales

The goal of every small or big business is to increase sales. Businesspeople are willing to do almost anything to raise their sales volume, as this is what defines how well a business is doing. Salespeople, sales managers, businesspeople, and entrepreneurs use NLP today to increase their sales volumes. Even the company that does exceptionally well, or a good salesperson will need some tips to help them stay on top of their game when it comes to higher income.

Because salespeople and their customers have different interactions, NLP can provide significant assistance. Neuro-linguistic programming has a set of ideas and capabilities

to combine the brain, body, and feelings of people to allow them to communicate effectively with other people. These are skills and strategies that will help you create your career better if you are engaged in sales.

Everyone has a language that they prefer to speak or hear. You need to know the language others prefer and use it to your advantage to connect with your customers. Listen closely as your customers speak and understand whether, for instance, they want to use visual phrases or auditory phrases, then use the language they want to sell.

Your customers ' strategy for purchasing must suit your strategy for sale. When visual sounds attract a potential buyer more, you will need to use sound to catch his attention. Carry samples to show their attention to customers who prefer to see first before buying.

Chapter 9

NLP IN RELATIONSHIPS

In this part, we will know how NLP can be beneficial to healthy relationships. We will learn what excellent and fulfilling relationships are based on and built upon. We will explore techniques that can strengthen relationships and those that can help us establish healthy relationships. We will talk about the benefits or importance of our mental health and readiness before entering any partnership or relationship and possible outcomes associated with having and not having these factors.

Once you have decided what you want, now is the time to enter into a relationship and have covered your predetermining factors. Now you can begin to open up to the possibilities of finding the right person. Here is when rapport becomes essential.

What is rapport? It's your similarities and likeness with someone you are interested in entering a relationship with. It's also the establishment of trust with that person. With rapport, many individual factors can be used for determining compatibility. Some of these are personality types, values, beliefs, culture, political ideologies, interests, religious beliefs, etc. Of course, physical characteristics, such as gender and body types, need to be considered. However, some features can't be overaccentuated because they will mimic the other and cause a loss of rapport.

The rapport established initially, the reasons for your attraction to your partner, and his or her attraction to you must be kept at the forefront of each partner's mind throughout the relationship. It all too familiar for people to enter relationships with guns blazing, meaning being the perfect partner, only to begin to relax and change once the relationship has been established. One partner, or both, will use all available techniques to get the other to enter into a relationship. Once they are in that relationship, the other partner believes they can initially tone down what they were doing. It is one of the typical reasons for relationships ending.

Keep in mind, the reasons for someone falling for you are the same reasons that will make them want to stay with you. If you remove the reasons for their attraction, they have no reasons to stay with you. Often, we see children born of relationships used as new reasons, but this does not work. It leads the partnership to morph into, what be, a business relationship. There will be no real emotional connection in the relationship and, even though that couple may remain together, they will lack the comforts and fulfillment of needs they desire.

Now you have identified what you want, making sure the timing is right, and have met that special someone. Now, what do you do? You need to ensure that your significant other feels the same about you. There are several ways in which a person can see that they are loved by others. These ways should be identified at the relationship's beginning. A few methods are by what the other person buys and places he or she takes you. There are also things such as how they touch you, the looks they give, or what they say. Identification of these is essential as they can gauge the continuance of love throughout the relationship.

The best way to determine how you can best assure your partner that you love them is by doing what they tend to do for you. For instance, if your partner puts her arm around you at times to assure you of her love and affection, you can bet that if you do the same, she will believe that you do love and appreciate her. We don't tend to do things to or for others, especially those whom we care about the most, that we wouldn't want to be done to us. Although this is commons sense, it's also an excellent method to gauge or determine how your significant other feels about you. As the relationship progresses, this will come naturally and will take much less conscious effort. Be sure not to allow these things to stop just because the relationship is no longer new.

NLP has devised a few strategies to determine areas in relationships. Areas such as attraction, love, and desire are all strategized with NLP techniques. First, you must know your partner. It means that you should know what those subtle gestures and tones of voice your partner will display depending on how they feel. Know what your partner fears and what he or she wants. You will pick up ideas as to how to carry these things out by merely learning from your partner. Be sure never to use this knowledge for manipulation. There isn't a positive outcome in relationships where manipulation takes place.

One technique you can use to ensure that your partner is in love with you and wants you is to remove yourself from his or her presence temporarily. It does not mean that you should tell your wife that you are going to the store for a lottery ticket and not return for a week. In short time frames, absence can signal want or lack thereof. Just like the cliché, absence makes the heart grow fonder; this is built on the same premise. When using these kinds of tactics, please never overuse them. Here is some advice. If you are an insecure person needing constant approval and reassurance that you are loved, you should take care of that issue before entering a serious relationship. If not, you will not be the right partner. If your shortcoming does not end the relationship, it could lead it to become a codependent partnership or, at the very least, a very unhealthy relationship. Again, you must first make sure that you are the right candidate for entering into a relationship before taking that other step.

With relationships, you are not merely selling yourself to another, and then the job is over. It's a continuing process forever. Never relax and believe that you have your partner and aren't going anywhere, no matter what you may or may not do. You should always be selling yourself, your worth, compassion, and desire for your partner.

Think of this; you meet someone at the beach or any spot you can imagine. You are both at that exact place at that same time. You may both have everything in common too. However, both you and the other person took different routes to that spot and lived through different circumstances while on the way. Even though you both find yourselves to be at the same point and with the same characteristics, you took different paths there. It means that it's likely that you are not both going to react or respond to every event the same, and those events may lead you to go in different directions.

Another way to look at this; you may both like the same sports team. The difference is why each of you has this opinion of that team. One of you may be a graduate from that university, while the other just picked last season's champions. It probably means that the school's alumnus is less likely to decide that they no longer favor that team. Regardless of the possible ways, the ending remains the same.

What does this mean? Are we all just merely at life's mercy and subject to emotional trauma at the drop of a hat? Not exactly. Although we may not be able to change the situation when finding ourselves here, we can know why. First, don't give up. Do whatever you can to carry both you and your partner through the tough spot in your relationship, and you may find that you both were able to beat the odds and remain together.

Let's look at what it means to have taken different routes. The recently mentioned scenarios were only metaphors. The location isn't an actual place but a specific state of mind and life situation. Regardless of the spectrum of commonalities you and your partner may or may not have, you both will respond and react to things differently. One

of you may be able to brush something, such as a traumatic event, off, but the other cannot do that.

Let's look at this; both you and your wife have religious faith. It is one of the main commonalities you found in yourselves that led to your relationship. Then down the road, your wife either endures a traumatic event or meets an influential person, either causing a dramatic shift in her religious ideologies. What was once the main glue that kept you together has deteriorated to where there is no more left. Not only does she no longer agree with your religious faith, but her newfound beliefs also contradict what you believe. What do you do when faced with this situation? Both of you are firmly holding to your individual beliefs and not willing to waiver. Both accuse the other of being naïve. Neither of you are terrible people, but you are no longer finding the same rapport you once had.

You both joined the relationship only after taking the proper steps and exercised due caution in choosing the other as a mate. Even though this was done, life didn't care about that. Circumstances led to the separation of you and your partner's beliefs, and both of you are much too committed to your independent ideas to compromise them. Therefore, you are now at constant odds, and the negativity within the relationship grows stronger each day. One day, it will lead to resentment and even hate. You have taken the necessary steps in attempting to salvage the relationship to no avail. So, as the very last resort, you decide to part ways. It happens every day.

Like the baggage we carry due to prior bad relationships, we have lessons learned and unique ways of dealing with specific issues based on these lessons. The best thing to do is know what and how things are going, and this can give you a good idea as to what is about to come.

To conclude this guide, NLP is essential and beneficial in the relationship. It isn't just with the beginning of the union but throughout its entirety. You must first know yourself, and then using NLP; you can learn your partner. Knowing your partner can prove invaluable in maintaining a healthy and long relationship. Also, the relationship will be much more fulfilling to both parties. Remember that severe and personal relationships prove beneficial in many areas in life and aren't limited to just the partnership. It's beneficial for both of you as a couple, as individuals, and as part of society.

CONCLUSION

Whether you are interested in using NLP or manipulation, reading body language, or employing hypnosis to better yourself or manipulate others; there is one characteristic that most increases your chances of success with any of the four aforementioned methods: confidence. It’s quite simple—if you don’t believe in yourself, why should anybody shape their beliefs around you? Keep your confidence levels high by referring back to the postural tips and tricks in this book.

You are probably not sure how to start or where to start in your quest to protect yourself from dark psychology. Given that the content of this book is wide, you must give yourself time to learn the protection techniques one by one. A good starting place would be an in-depth understanding of NLP. As soon as you can read the thoughts of people using NLP, you will be on track to protect yourself and any person in your family from manipulation.

Anyone can learn how to work with NLP. It is not a secret that is just meant for some.

When you are ready to learn a little bit more about NLP, especially when it comes to dark NLP, make sure to use this guidebook to make sure that you get started on the right track.

Be mindful that these techniques aren't scientifically proven but have been tested and developed with experience and results over time.

Having read this book does not mean that you should not read another book about NLP Dark Psychology; information is never enough, so expanding your knowledge is always the best thing to do.

Having read the book and understood everything, you should get started. Mind control, manipulation, and persuasion techniques are the ultimate deals to use for your day-to-day life; it does not have to sound like it is a wrong act to you. Having learned how to manipulate and persuade others gives you tips on how you can manage the thought process of others or become a manipulator, too.

Even if you don't want to become a manipulator or persuader yourself, you have learned about the morality and immorality of the concepts of dark psychology such as mind control, manipulation, and persuasion. If it sounds useful to you, you can apply the tactics in advertising, politics, media, church, or even in school and home.

Each individual is unique in character and behavior, and this is a limitation as to how effectively each technique of NLP could work for them.

When you are in control of the techniques, you have an option to choose them wisely, depending on where, when, and for whom they are employed rather than permitting them to control your mind and thought process. Persuasion, negotiation, or manipulation cannot follow specific fixed steps or procedures to ensure their success. Instead, it could work differently depending on an assortment of variables like behavioral patterns, attitudes, circumstances, and personalities. Therefore, it is totally in your hands to discover a recipe for NLP techniques that will work successfully for you.

BODY LANGUAGE
A N D N L P

Master The Art Of Reading Body Language To Decode People's Emotions And Intentions

INTRODUCTION

Is it possible to find out the mood of a person by his appearance? Is it possible to determine what decision he made, even if not a word was said? Is it possible to deceive so that no one notices or catches a person in deception without a lie detector? You can if you know how to read secret sign language!

Here is a set of unique rules that will help you become a specialist in communication without words. You will learn not only to read the thoughts and feelings that they want to hide from you but also to gain confidence in communicating with any interlocutors.

A person transmits information not only with the help of words (verbally) but also with the help of gestures, facial expressions, posture, gaze, appearance, distance during a conversation, decorations - that is, with the help of non-verbal signals. It is proven that most of the information about a person (about 80%) we get from non-verbal sources, whereas words give us only 20% of all information. Very often, non-verbal information remains “behind the scenes” of our perception, because we do not know how to read and interpret it.

We often do not notice the obvious: we believe the words of agreement that were formally spoken, while the person nods his head in a negative way, trying to warn us - I do not agree. We do not pay attention to the fact that a person, who greeted us with a smile, crossed his arms on his chest - a sign of a defensive position - "I feel uncomfortable."

The book is intended for those who want to learn to read sign language, facial expressions, postures, etc., for those who seek to learn about their interlocutor more than he tells about himself, for those who want to decipher the true motives of human behavior, determine the second mood interlocutor.

If you are learning to control your body, using only those non-verbal signs that help to create a positive image and tune the interlocutor to a positive attitude towards you, then this book is for you. In order to make your body an ally, not a traitor, you must have a good understanding of the alphabet of gestures, presenting what each non-verbal signal means. I offer you this book to continue to take advantage of the most valuable experience gained after reading it.

Chapter 1

THE HISTORY OF BODY LANGUAGE

What is body language? Body language includes gestures, body posture, facial expressions, head, and eye movement.

Where Did Body Language Originate?

In fact, we can trace body language communication all the way back to our closest ancestors - the chimpanzees. Research scientists have proven chimpanzees not only communicate, but also share similar emotions to humans. Dr. Jane Goodall teaches a Master class on the conversation and way of communication that she discovered takes place among the Chimpanzee community. Regardless of which species you study, the bottom line is that we all developed body language as a means of communication in the past. As we advanced and developed, we phased out certain actions and innovated new ones to help us better communicate and express our feelings and thoughts. Whether you're thinking about non-human body language communication such as how male gorillas stand up on two legs beating their chest as a sign of dominance or how primates bear teeth to communicate aggression or even how modern human beings send out emojis instead of words to pass on a message these are all non-verbal signals that are meant to help us all express our current feelings and intentions.

While anyone can learn to read these signs, few have been trained to consciously do it or even use it proactively to their own benefit. Learning how to read body language,

however, must begin with oneself. Unless you increase your awareness and understand what your own body is communicating, you don't stand a chance at effectively understanding what other bodies are telling you. So the first lesson is going to be, learning to decipher what your body is telling you, figuring out how you carry your own body and why you've been sending off the signals you usually send out.

Understanding What the Body Is Telling You

People are always communicating their true feelings through non-verbal cues, and so do you. Are you aware of what signals your body is sending as you interact with others? If you think about it, body language can help you become what others call psychic or a mind reader because you'll be able to tell if someone is sincere, lying, pretending, or bothered by something at any given moment. There are many clues you can start looking out for as you interact with other people. I also encourage you to monitor yourself for the next seven days. Place a mirror where you eat, sleep, and lounge to see how you carry yourself. If it's at all possible, record yourself while working or in a meeting. Then take time to reflect on how you felt and what your body was saying during those moments.

A few signals you can immediately start looking out for include:

- The body posture of another as well as your own.
- The smile on someone's face. Can you seek the corner of the eyes wrinkle and fold as the person smiles? Experts tell us that a real smile often creates a natural crinkle around the eyes.
- Is someone sneering while you speak? Are their eyes shifting all over the place? Do they seem constricted and "closed" as they talk to you or open and relaxed?

These are just a few of the body signals you need to start noticing because they are all communicating something about that particular interaction. Why should this matter to you? Because the more you understand how others perceive you, the more you can control that perception. Another added benefit of this is that you'll be able to tell when someone is faking it with you. For example, my sister recently caught his boyfriend flirting with another woman. The guy apologized, and it seemed pretty heartfelt, but my sister could see in his eyes and from his body language that he wasn't sincere. She ended the relationship immediately after because she didn't want to wait a year of being in a relationship with a man who was obviously not that serious about being faithful. Think of the heartache she just saved herself by calling it off earlier in the game before things got too messy. That is the power of having this skill set and using it effectively.

Human Reflex, Inevitable, or Not?

When an infant first sees a burning candle, the fascination of the fire usually causes them to reach out and touch it. I'm sure we've all had that same urge. But you and I both know

our reflexes would kick in as soon as we attempted the foolish move of touching something hot like a burning candle flame. Yet the infant is most likely to end up getting burned because, for some reason, their brain doesn't register any action. Why is that?

Reflexes are there to protect us from danger. As we grow older, our reflexes get better, and we develop automatic responses that do not require the brain to create or direct any new action. Think of how fast you move your finger when you mistakenly touch a hot pan. What about when someone is about to slam the car door on your poor fingers? You'll most likely pull your hand away super-fast. That reaction is natural and very good because it's meant to protect you from losing your fingers or getting burned etc. These types of involuntary responses, also known as reflexes, occur very quickly (most of them faster than the blink of an eye). But how do they work?

For your reflexes to work there must be excellent internal communication.

Your reflexes affect your body posture and sense of balance as well as coordination in more ways than you previously imagined. When your reflexes are working well, it's easy to maintain a strong body posture even without much conscious attention. From the moment you were born, learned to hold your neck up straight, sit, stand, and eventually walk, your reflexes have been working to stabilize your spine and, in turn, your posture. These, in turn, create rapid motor reactions involving the visual, proprioceptive, and vestibular systems. When any of these three systems are out of whack, you'll notice you have difficulty with coordination, controlling eye movements, controlling your posture, and you might even experience a lot of anxiety and fear.

As you can see, this can be an inhibiting factor if you want to learn how to analyze and read people's body language. When you have trouble controlling your body, it's going to be tough reading that of another. There's also the common challenge that many of us unconsciously struggle with, whereby our bodies fall under the influence or control of primitive reflexes that no longer serve us. In such cases, individuals will find themselves overreacting, lacking the ability to control and automate the processing of simple movements and tasks. When that occurs, you'll notice the person appears overly nervous or "jerky" in his or her movement—for example, accidentally pouring a coffee in hand over a person instead of calmly stretching out your hand for a handshake. The bottom line is, you need to make sure your reflexes aren't working against you. If they are, that's the first change you need to make.

Breaking Down the Human Body

The body is complex, and there are many ways to approach understanding body language. I've simplified it to make sure you don't get bored with all the boring stuff.

Kinesics

This refers to body language or body movements in scientific terms. That includes gestures, head and hand movements, body posture, and whole-body movement. When we use our body, we can emphasize or reinforce what we are saying as well as better express a particular emotion or attitude. For example, suppose someone asked you how your recent trip to Russia was, and you stood up from your chair, and then animatedly moved your body, shivering as if you were freezing. That person now has a much better sense of what you experienced. You could have easily said, "it was cold," and that would be that. However, by including full-body movement and emotion, the person got a much better sense of how cold the experience was for you. That is a simple example of how we use body movement to communicate. However, not all people match their words with their body movements. Being able to spot such discrepancies will help you know what someone is really thinking and feeling. Let's dive deeper into the various types of body movements. These include illustrators, emblems, regulators, adaptors, posture, and mirroring.

Illustrators - These are gestures that accompany words to illustrate a verbal message. The example of shivering in the cold as you describe your Russian trip is an example of an illustrator. Another example would be making circular motion movements with your hands as you say the phrase "over and over again."

Emblems - These are gestures that serve the same function as a word. For example, Italians use a lot of emblems in their conversations, and in the American culture, we have hand movements that show you want to hitch a ride or that you're summoning someone to call you. Depending on culture, emblems will vary, so make sure you use the right one to avoid miscommunication.

Regulators - These are gestures that give feedback to a person during a conversation. It helps you show interest and agreement or disagreement when engaging with someone else. Suppose you're having a conversation with a boss or family member. As they speak, you'll want to give feedback and let them know that you're paying attention by either nodding your head or making short sounds such as uh-huh. These are both examples of regulators.

Adaptors - These are non-verbal behaviors that a person usually does without conscious awareness. Most of the time, it will be a physical act that often reveals feelings of anxiety, nervousness, or even hostility. If you notice someone biting his or her fingernails (or if you bite your nails), that's an adaptive behavior indicating you're nervous. Someone might scratch, shake their legs, or adjust their glasses. Some girls are known to bite their hair or even twirl it around their fingers. These are all examples of adaptive behavior, trying to satisfy some psychological and physical needs.

Posture – We'll talk more about posture and the two main types of postures you need to become aware of (including their meaning), but for now, understand that posture is extremely important when analyzing people. Posture reflects emotions, attitudes, and

even intentions. When you learn to read the cues someone's posture demonstrates, you can easily interpret hidden emotions, information, and personality without ever asking the other person what they want.

Mirroring - This is the ability to reflect what someone is showing you. Babies are professionals at imitating and mirroring what they see from their mom. If you observe two lovers sitting across a table having dinner, you'll also observe this mirroring effect.

Chapter 2

NON-VERBAL BODY LANGUAGE

Nonverbal communication is the main aspect on which people base their first impressions. Due to this fact, it is crucial that we build a good understanding of what our body language comes off as to other people. By doing this, we can better understand other people's body language thus, helping us analyze them. We do this already in our day-to-day life simply because we are visual creatures. Our eyes perceive the world around us, and this is no different when perceiving people. Learning what to look for and how to decipher this type of communication involves fine-tuning a skill that each of us already possesses. You can almost quickly profile anybody just by assessing their nonverbal communication skills.

What Does Nonverbal Communication Mean?

Before we dive into the details of body language, what does nonverbal communication actually mean? This term defines the different ways that people can communicate without the use of words. This involves things that people do (or do not do) that send

messages about what they think and feel. People typically are very careful when it comes to sharing information with other people. This type of physical, bodily communication can be either a conscious or unconscious action, meaning that we may not even know that we are sharing our thoughts, feelings, or opinions in ways other than through our words.

Different Types Of Nonverbal Communication

This is the first step in learning to analyze a person. I have made a list for you to simplify things, study this thoroughly as these are the types of cues you should look out for in yourself and others when it comes time for practice.

1. Facial Expressions

The first types of body language cues I will be teaching you about are facial expressions. The faces our parents made to make us laugh or the faces they made when they were unhappy with us. As babies, we are attuned to the facial expressions of our caregivers as we are nonverbal creatures at this age. Into adulthood though, facial expressions are still a very trustworthy and sometimes not-so-subtle way of reading a person. The faces people make when sad, happy, angry, or afraid are universal - they are innately human and do not vary among cultures or languages. Learning to control your own facial expressions will allow you to convey the message you want to deliver, whether you actually mean it or not. On the other hand, learning to analyze them on other people will allow you to get a more accurate read on how this person is feeling and what thoughts are going on in their mind.

2. Eye Contact

The next type of body language we will look at is visual communication. The eyes are usually the place we look when we are having a face-to-face interaction with someone. The eyes can tell so much about one’s thoughts and feelings. The actions they take, such as how long they will hold our gaze if they will even make eye contact at all, or how often they are blinking can give us information about what is going on behind them. I will dive deeper into different eye movements and gazes and what they could mean.

3. Hand Gestures

Gestures are deliberate signals or movements that are done to convey a message. These can be used to replace verbal communication on purpose. Think of the signals you may use to communicate a message when you are in a very loud place or when you are trying to communicate to someone without letting the other people in earshot know what you are saying.

4. Space

Space is the next type of nonverbal communication we will discuss. This can vary greatly between societies, but in general, you can determine how someone feels in your presence and about what you are saying by how much space they leave between you and them. In some cultures, it is normal to stand very close to someone when you are speaking to them, and in others that would be considered very intrusive. The key here, however, is to know what the individual person's default amount of distance would be and use that as a guide. Many times, when you are immersed in an unfamiliar culture, you may think that someone is being 'rude' or too 'touchy' when simply they may just have a different cultural norm of space.

5. Touch

Another form of body language similar to space is touch. Touch varies greatly between societies and cultures but in any case, we as humans respond to touch. Sometimes touch will indicate that someone is empathizing with what you are saying, and they are breaking the space barrier between you in order to show you that they are supportive. Sometimes the person feels comfortable with you and they will use touch as a gesture to communicate a certain point in a story or explanation. On the flip side of this though, sometimes touch is used in a more negative context. Sometimes touch is used to demonstrate power or superiority. People will sometimes place their hand on your shoulder or on your head as a way of saying that they are above you and are in control of you. People may use touch in order to force something they wish by taking an object from your hand or physically moving you out of their way.

Touch is a form of nonverbal communication that can demonstrate either extreme closeness or extreme distance and disdain. The way that it is done will demonstrate very different messages. An example of this is at the beginning of a relationship, where the first instance of touch is a nonverbal way of sending a big message. To that point though, it can also work in the reverse. On a date, if the other person keeps their distance by staying at arm's length and avoiding touch completely, this can tell you that they likely are not interested in pursuing anything further.

They may also use touch to show us that we have been bad by spanking us on the behind. A simple touch can contain an immense amount of information.

6. Vocal Dynamics

You may be thinking that vocal dynamics may fall under verbal communication; however, there is a whole lot more to a message than just the words in it. The way that someone delivers a sentence is much more telling than the words it contains. For example, the inclusion of a pause or a drawn-out word and even complete silence can tell you about a person's internal state. If a person becomes suddenly silent, they may be offended by the topic of conversation or by something that was said. If the person avoids silence at all costs, they are likely a nervous or anxious person who is

uncomfortable with a silent moment or two. The tone of voice and volume play a huge part in this as well. If you didn't understand a word that someone was saying but could read their verbal communication cues, you would be able to tell a lot about what they were trying to convey. Like facial expressions, this is another type of nonverbal communication that we learn when we are very young. We can tell the difference between a happy and an angry sentence even before we have a full vocabulary to use and understand the meaning of the sentence. The volume of a person's voice can also indicate traits of their personality or their current state. If they are speaking very quietly, they are probably shy or nervous, while a loud volume can mean that they are angry or excited. A great example of the tone of a person's voice demonstrating more than what their words are saying is sarcasm. When we are using sarcasm, the tone of our voice is exactly the opposite of what we are saying. If someone were to misunderstand our tone, they would become very confused as to what we meant. If we say, "I loved waiting in line for four hours", the tone we say it with indicates that we actually mean exactly the opposite.

7. Appearance

This type, however, is still important to note as it aids in forming the first impression of a person, especially from afar. The colors people choose to wear, the types of garments they choose, and the level of perceived effort or time one has put into their outward appearance all play into our analysis of them. For instance, if you see someone that is dressed in all black, metal chains, spikes, dark makeup, and a Mohawk hairstyle, you may assume that they are unfriendly. However, if you speak to this person, you may find out that it may actually be the opposite. The way you shape your appearance and the way others choose to appear to play a huge role in what you think of them and how others will think of you.

8. Energetic Changes

The next type of nonverbal communication that we will examine is Energy or energetic changes that a person's body may give off. If you have ever felt that there was something causing you to feel uncomfortable or awkward in a situation or a room where nobody has spoken and where there are no signs of body language telling you there is something going on in other people's minds, this could be the type of energy we are talking about. There are places within our bodies that actually create electrical signals such as the heart and the neurons in our brains. While the concept of energy is a relatively novel one within the psychology field, it is no doubt they're in our bodies. There may be a type of nonverbal communication that we can pick up on from others' bodies that makes us feel certain ways in response. Some use the term 'vibe' to explain the things we feel but cannot see and have a difficult time explaining with words.

9. Bodily Changes

A type of nonverbal communication that is completely out of our control is the bodily changes that happen when we feel certain emotions. Some people may turn red in the face when they are embarrassed. Some may begin shaking when they are enraged, and some people's eyes widen, and their pupils dilate. When we have a sudden rush of fear or feel threatened, we have an automatic bodily response that is caused by the release of adrenaline. This happens automatically to all of us and dates back to our days as early humans and cavemen. When we were hunter-gatherers and had to live outdoors and hunt our own food, we were constantly threatened by the potential danger of predators, natural disasters or enemy tribes. Because of this, we needed to have a natural instinct to save ourselves. When we feel afraid, our body responds by causing our pupils to dilate, our bodies to stiffen, heart rate to increase and our breathing to change. All of these responses are to prepare us to face the issue causing us to be afraid.

Chapter 3

THE IMPORTANCE OF BODY LANGUAGE READING

Body language is the nonverbal communication that takes place during a conversation. When a person uses language and sound to convey their messages and intentions, that is a form of verbal communication. Verbal communication is the channel by which people use to express their ideas, concepts, and desires. Catching a manipulator in their tracks happens when you learn how to identify the telltale signs that indicate what you see might not always be what you hear. From the moment you first meet someone, they leave an impression on you. What kind of impression depends on what they convey with their body language.

Learning how to analyze someone is about matching what you currently see and hear and then drawing your own probable conclusions. The human brain tends only to see what we want to see, and you now need to learn to push past those boundaries if you want to truly learn the hidden messages which a person gives away with their subtle body signals and movements.

Body language is the key to catching a manipulator in their tracks when you know what to look out for. One area of focus when it comes to deciphering body language is the face. Our facial expressions are responsible for a large part of what we communicate nonverbally. A smile or a frown can be more powerful than several words strung together. Since the face is often the first part of you that people will notice, even before they hear what you have to say, your facial expressions are your strongest nonverbal contact point. The second area of focus would be the kind of posture they present when they're talking to you.

Someone who is feeling confident, for example, stands tall, straight, and proud to silently communicate to the rest of the world that they are feeling confident. Someone who is self-conscious, shy, and awkward, on the other hand, communicates this through hunched shoulders and folded arms across the chest. The third area of focus would be the proximity, how close they stand to you and you to them. Proximity could differ depending on culture, and when someone is not comfortable being too close to you, there will be body language cues that you can look out for. This includes averting eye contact, folding the arms across the chest, tapping their fingers or feet, and visibly taking a step or two back away from you.

Another aspect that involves body language is paralinguistic communication, which is the inflection of the vocals, the tone, pitch, timbre, and rhythm of your voice. These fall under nonverbal communication even though it relates back to speech because it involves the underlying aspects of what a person is saying. The tone of voice that they use, for example, could carry a very different meaning from the words that they utter. When a person says I'm fine, but in a clipped, short tone that carries an edge of anger in it, that's a significant clue that indicates the person is, in fact, not fine at all. Touch is another powerful method of communicating through nonverbal means.

Touching is a powerful move or gesture which is capable of conveying a wide range of emotional messages a person may want to communicate with you. A quick, brief hug, on the other hand, communicates that the person is probably uncomfortable with the gesture, the situation, or that the person is uncomfortable being around you. A warm embrace, for example, indicates that the person is happy to see you or happy to have you around or that they are pleased to see you after.

Chapter 4

HOW TO READ BODY LANGUAGE?

As you can imagine already, this part of communicating skills is very important in human relationships, both those that take place in the workplace and those that take place in private life. In particular, it assumes a relevant part in the relationship between man and woman, in that the language of the female body is different from the language of the male body. Remember that to better carry out the interpretation of body language, help can come from proxemics, a discipline that precisely studies distances within proximity relationships. Would you ever have thought that flirting could be the subject of a scientific discipline? Well, that has probably given you the importance behind communication and why it is so well studied in every corner of the world.

The first thing to say, when it comes to non-verbal communication, is that it is very difficult to decipher because body language is not an exact science. However, there are some signs that, in a fairly certain way, can be associated with a precise meaning. For convenience, scholars usually group body language signals into groups and subgroups that refer to the parts of the body to which they belong; we too, in our practical guide to body languages, will resort to this type of subdivision.

The parts of the body that we will analyze are the following: eyes, mouth, head, arms, hands, handshakes, legs and feet, personal space. If you are moving your head quickly

you are probably quite impatient to know how to read body language and so…. here we go.

Eyes

The eyes have enormous importance in our body language: just think that the human being is capable of making eye contact with another human being even 90 to 120 feet away. There is also a close relationship between the eyes and the brain: looking to the right is typical of someone who is in a creative phase while looking to the left usually has to do with memory.

Here is a possible reading of some signals that we send to others (or that others send to us) through the eyes:

- Looking to the right indicates creating, manufacturing with the imagination (also in the sense of lying); if below it can mean that the person is drawing from his inner sensations or that he has feelings;
- Looking left means using memory, remembering, recovering facts; if upwards, they indicate security and certainty;
- Direct eye contact when speaking indicates honesty, but it can also be flaunted by liars who know they are lying; while listening, on the other hand, indicates interest, attention, sometimes physical attraction;
- The widening of the eyes is also a sign of interest of a sexual nature;
- Rubbing your eyes or an eye indicates amazement, disbelief, disturbance, in some cases boredom or need to sleep;
- Rolling one's eyes can mean resignation and/or frustration;
- Dilating the pupils may in some cases indicate excitement or desire;
- Blinking can indicate excitement or agitation; if the eyes are fixed this can indicate concentration or when turned towards someone, hostility;
- Raising the eyebrows (or just one eyebrow) corresponds to a friendly greeting when the action is short-lived (flash eyebrow); if the eyebrows remain raised longer this indicates surprise, fear, perplexity;
- Last but not least, winking indicates complicity.

Mouth

The mouth is associated with many body language cues, whether or not there is verbal communication. Smiling is undoubtedly one of the first signs of openness to others, but there are many types of smiles, some of which may also indicate rejection.

Let's find out the meaning of various signals associated with this part of our body:

- Smiling only with the mouth indicates a false, not sincere smile;
- Smiling through gritted teeth means rejection, dislike or distrust;

- Smiling asymmetrically, with only one part of the face, indicates sarcasm or contrast;
- Protruding the lower lip indicates that you are irritated or moved (about to cry);
- Laughing with your mouth open indicates, accompanying the laughter with body movements, that we feel comfortable;
- Biting one's lips indicates nervousness or tension (in some cases, however, nibbling one's lips can also be a sexual invitation);
- Teeth grinding indicates worry, anxiety, fear;
- Chewing a pen or pencil has a self-reassuring function like sucking your thumb and in some cases smoking a cigarette;
- Putting the tongue in the center of the mouth indicates refusal, it is in fact the gesture we make when we put something we don't like in our mouth;
- Closing one's mouth with one or two hands is an unconscious gesture of self-regulation that indicates shock, amazement, sometimes embarrassment, as it is as if we wanted to block words so as not to express something wrong;
- Nail-biting is the result of a situation of stress, anxiety, and frustration, for some it represents a form of aggression towards oneself.

Head

The head tends to determine the general direction of the body, but it is also a very vulnerable part as it contains the brain. Since it rests on a very flexible structure (the neck), the head can move practically in all directions and all these movements are associated with the meanings of body language:

- Nodding your head means that you have agreed with our interlocutor, but if you do it too slowly it could actually be a sign of falsehood, too fast of impatience;
- Raising the head upwards indicates pride, arrogance but in some cases also courage, vigilance.
- Tilting the head to one side indicates submission, the exposure of the neck is a sign of confidence;
- Leaning your head forward communicates interest, positivity, if instead downwards it can indicate reproach or disapproval;
- Shaking your head, especially if vigorously, indicates disagreement;
- Bowing your head on your chest indicates shame, abandonment, and defeat.

Arms

The arms are fairly reliable indicators of a person's mood: clenching the arms for example indicates defense; while opening the arms, keeping the palms open in front of you, communicates safety and openness. We see other signs that you can communicate through the body language associated with the arms, also in combination with other parts of the body:

- Crossing arms and legs is a sign of defense if the fists are also closed with hostility;

- Girding one arm with the other, a typical gesture of women indicates nervousness or self-protection;
- Bringing your arms behind your back with folded hands, typical of men, indicates strength, authority, self-confidence;
- Placing an arm on the table with an object on the opposite side can indicate nervousness, as well as scratching an arm or shoulder with the opposite hand;
- Holding the arm in front of the body, especially if with the hand close to the genitals, indicates defense, self-protection (it is typical of women who hold the shoulder bag on the front as if they want to create an additional barrier).

Language of Hands

The body language that involves the hands is really wide, also because they tend to interact with many other parts of the body; in addition, the manual gestures only partially respond to voluntary action, most of the time they are involuntary movements, such as touching the nose. Examples of conscious signals are to do the OK with the thumb up or to greet; sometimes we also use our hands voluntarily to communicate, for example, the size of an object. Here are the possible interpretations of some signals with the hands:

- Raising your open palm upwards is a sign of submission, honesty, and peace given "that you have no weapon in your hand";
- Raising your hands in front of your face with your fingers open is a defensive, sometimes offensive position as well as bringing your hands or fists down;
- Placing your hand on your heart indicates sincerity, the will to be believed;
- Pointing the finger at a person is a sign of threat, aggression; if the finger is pointed upwards, it is typical of a person who wants to add emphasis to what he is saying;
- Moving the index from one side to the other communicates refusal;
- Resting the fingertips of one hand on those of the other hand forming a triangle is typical of someone who is reflecting or explaining something complex; moving your fingertips on each other as if imitating a spider on a mirror increases concentration and reflection;
- Moving the palms of the hands facing downwards up and down towards corresponds to the urge to keep calm (a gesture often used by teachers to keep a class at bay);

- Rubbing your hands together indicates a positive expectation, savoring a win or a pleasant result in advance;
- Touching or scratching your nose with your hands while speaking indicates that you are lying or exaggerating the content of information.
- Covering one's ears with one's hands is a gesture of refusal, while pulling one's earlobe can indicate indecision;
- Caressing your chin with your hands, a rare gesture in women but frequent in men, indicates that you are thinking about something; if the hand supports the chin it means that you are pondering what to do about something, but if the action is prolonged it can also indicate tiredness, boredom;
- Scratching the neck usually indicates doubt, disbelief;
- Squeezing the wrist with one hand can indicate anxiety, worry, especially if the wrist is rotated inside the hand several times.
- Putting your hands in your pockets indicates disinterest, boredom, refusal to take action.

Handshakes

The firmness of a handshake, once reserved only for men, but now also extended to women, is not a reliable indicator of firmness of character but many believe it is. However, the handshake is able to say many things about us and our relationship with others:

- A handshake with the palm down indicates dominance, willingness to take over;
- A handshake with the palm upwards communicates openness, hospitality;
- A two-handed handshake in some cases indicates honesty, reliability, affection, in others paternalism or an attempt to control the person in front of you (even when the second encircles the opposite arm);
- A Vigorous handshake indicates enthusiasm, vigor, attempt to transfer energy to others;
- A weak handshake is not necessarily related to a submissive character, it often depends on other factors such as mood, gender membership, age, profession (musicians or surgeons may have delicate handshakes because the hands are their work tool therefore to be treated with caution);
- A firm handshake also in this case avoiding associating with a strong character, it could instead be an attempt to mask one's weakness or wrong intentions such as the will to hide or do harm.

Legs and feet

Legs and feet can provide good clues about feelings and moods, as long as you can decipher the signs.

However, always keep in mind that the position of the legs also affects gender (males usually tend to keep the legs more open than women), education, and age (the elderly both for joint problems and for education tend to keep narrower legs when seated only):

- Sitting crossed legs indicate prudence, confidentiality (in some cases if you also show disinterest), those open availability, openness;
- Parallel legs with knees well closed when seated are typical female attitude indicating good manners or fear;
- Pointing the knees towards someone with crossed legs indicates interest in that person;
- Closing the cross legs keeping the legs independent is a secure posture that denotes an open, unconventional character; if, on the other hand, the legs are surrounded by the arms, the position indicates self-protection;
- Legs open when seated (especially in males) indicate arrogance, self-confidence, in some cases generalized sexual interest (the knees not only pointed towards a single subject but towards a wider audience);
- Legs entwined while seated (in the female) may indicate sexual interest as the inner part of the thigh is exposed or insecurity, search for protection (especially if with the hands placed on the inside);
- Clenching your knees with your hands while sitting with your legs parallel indicates a defensive attitude, or that you are uncomfortable.

Chapter 5

STRATEGIES TO READ BODY LANGUAGE INSTANTLY

The capacity to read other individuals will have a great impact on your dealings with them. When you have an understanding of the feelings of another individual, you will be able to adapt your communication and message style to ensure it is attained in the best method possible.

But what are the things you should be watching out for that can aid you in reading someone accurately?

The First Strategy: Notice Body Language Cues

According to research, words account for just seven percent of how we converse, while our voice tone is thirty percent. The highest is body language, which accounts for fifty-five percent.

Do not try too hard to read body language cues. Do not get too analytical or intense. Remain fluid and relaxed. Sit back, be comfortable, and observe.

Below are a few things to look out for:

Take Note of Appearance

When you read others, observe the following: Are they putting on well-polished shoes and a power suit, dressed for triumph, signaling ambition?

T-shirt and jeans, signifying comfort and a casual look? A close-fitting top showing cleavage that indicates a seductive choice? A pendant like a Buddha or a cross indicating spiritual standards?

Observe Posture

When reading the posture of others, ask yourself: Do they cower or walk indecisively, which is an indication of low self-esteem? Do they place their head high, a sign of confidence?

Does the individual swagger with their chest puffed out, which is an indication of a huge ego?

Look Out for Physical Motions

Distance and leaning: Notice when individuals lean. Typically, individuals lean away from those they do not like and toward those they do.

Hiding hands: When individuals place their hands in their pockets, on their laps, or behind them, it indicates they are trying to hide something.

Translate Facial Expression

Emotions can be written on our faces. Deep frown lines indicate overthinking or worry. Smiling with crow's feet close to the eyes is an indication of joy. Teeth grinding and a clenched jaw indicate tension. Pursed lips signify bitterness, anger, or contempt.

The Second Strategy: Pay Attention to Your Intuition

You will be able to tune into an individual past their words and body language. Intuition is the feeling in your gut and not what your head tells you. It is the nonverbal data you observe through body language and images as opposed to logic.

If you desire to understand an individual, what matters the most is who the individual is and not their external trappings. Intuition gives you the capacity to see past the evidence to disclose a richer story.

List of Intuitive Cues:

Honor the Feelings in Your Gut

Pay attention to what your gut tells you, especially during initial meetings. It is a primal reaction that takes place before you have an opportunity to think. It lets you know if you are comfortable or not.

Gut feelings take place quickly; they are a natural reaction. They act as your truth meter and let you know if you should trust a person.

Feel the Goosebumps

These are wonderful instinctive prickles that let us know we resonate with individuals who inspire or move us, or we are having a conversation that hits the spot.

Goosebumps also occur when you experience déjà vu, which is a feeling that you used to know a person even though you have not met before.

Watch Out for Flickers of Insight

When conversing with individuals, a bulb may light up about an individual, which comes in an instant. You must remain alert, or you may miss it. We tend to head to the subsequent thoughts so quickly that we lose these vital insights.

Look Out for Intuitive Compassion

At times you will be able to feel the physical emotions and symptoms of individuals in your body, which is a powerful kind of compassion. So, while reading individuals, notice things like whether your arm hurts when it did not previously or if you are upset or sad after a meeting. To find out if this is empathy, you need to get feedback.

The Third Strategy: Perceive Emotional Energy

Emotions are spectacular expressions of our energy or the vibe we let out. We record this using intuition. It feels great to be around some individuals; they enhance your vitality and mood.

On the other hand, others drain you; you impulsively want to leave their vicinity. You can feel this subtle energy feet or inches from the body, even though it is not visible. It is known as “Chi” in Chinese medicine, a crucial vitality to health.

Tactics for Reading Emotional Energy

Sense the Presence of Individuals

Presence is the total energy we let out. It is not essentially consistent with behavior or words. It is the emotional air that surrounds us like the sun or a rain cloud.

When you read individuals, observe whether they have a friendly presence that draws you in. Or are you getting the jitters, which make you back off?

Pay Attention to the Eyes of Individuals

Our eyes convey commanding energies, similar to the way the brain possesses an electronic signal that extends past the body. Even without research, we intuitively know that the eyes send energy.

Take a moment to observe the eyes of individuals. Are they angry? Caring? Mean? Is the individual at home in their eyes, showing an aptitude for intimacy? Or do they seem to be hiding or shielded?

Notice How a Touch, Hug, and Handshake Feels

We send emotional energy via physical contact similar to an electrical current. Ask yourself whether a hug or handshake feels confident, comfortable, or warm.

Or does it make you feel so uneasy that you have the desire to withdraw? Are the hands of the individual clammy, indicating nervousness? Or limp, which suggests being timid or noncommittal?

Pay Attention to the Laugh and Voice of People

The volume and tone of our voice can tell us a lot concerning our emotions. Vibrations are produced from sound frequencies. When you are reading a person, observe how the tone of their voice has an impact on you. Ask yourself whether the tone is whiny, snippy, or abrasive. Do they have a soothing tone?

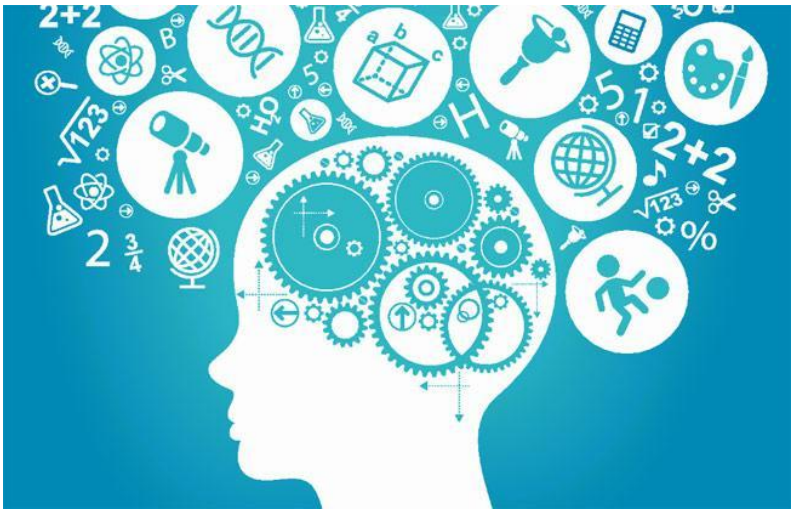
Simply put, if you do not know how you are coming across to others, you are losing out on a huge part of human interaction.

If you are a young professional with ambition, discerning these cues could build or mar your career. And if you are in search of how to move up the ladder of your career, being able to take advantage of what you know about body language can give you an upper hand in the presence of your clients, in the office, or in other professional circumstances.

A fast, precise read could make a lot of difference when it comes to messing up in front of your coworkers or dazzling your boss.

Chapter 6

WHAT IS NEURO LINGUISTIC PROGRAMMING (NLP)?



Neuro-Linguistic Programming (NLP), as the name suggests, has three core components:

1. Neurology
2. Language
3. Programming

Neurology is a derivative of the word ‘neuro’. The word ‘neuro’ comes from the Greek word ‘neuron’ which refers to nerve while the suffix ‘logy’ is a derivative of the Greek word ‘logia’ which simply means ‘study of’. Therefore, we can literally say that neurology is the study of nerves. However, scientifically, neurology is designated as a medical practice that chiefly concerns itself with the diagnosis and treatment of all illnesses that are directly or indirectly associated with the central nervous system.

Language refers to the human system of communication that uses either, some, or all of the several modes of expression such as speaking, writing, or gesturing to express inner thoughts or emotions in order to make sense of abstract and complex thought. Language is important in enabling us to communicate with one another, satisfy our needs and desires and establish and maintain our relationships, culture, and traditions.

Programming refers to the action and or process of setting up predetermined behavioral patterns.

Programming is indeed the miracle glue that binds Neuro with Linguistics. When it blends with Neuro-Linguistic it gets a much bigger dimension that transcends all the contaminants of the mind. It simply liberates the mind from its own imprisonment by creating a map that establishes a path to the mind's own freedom.

Having these basic definitions of the core terms sets us up to dissect what NLP is all about. NLP is the art and science that chiefly concerns itself with the study and understanding of how people organize their thoughts, feelings, communications, and behavior to derive their outcomes.

In simple language, we can say that NLP helps us to dissect the relationship between how we think (neuro), how we communicate our thoughts (linguistic), and the patterns of our behavior and emotions (programs).

The Fundamental Concept of NLP

The fundamental concept of NLP is that people derive their own unique mental maps of their environment as an outcome of the manner by which they filter and perceive information captured through their five senses. In this regard, the word 'neuro' has a unique meaning and refers to the mental map which is derived from an individual's unique mental filtering system for processing data captured by the five senses. This mental map could constitute elements such as smells, tastes, sounds, internal images, and awareness that forms an individual's neurological filtering process. In NLP terminology, this mental map is commonly known as 'First Access'.

Just as neuro, linguistics has a unique meaning to NLP and simply refers to assigning personal meaning to information gathered from the environment. This linguistic process populates the Linguistic Map by assigning a language to smells, tastes, sounds, feelings, and internal images thus resulting in a heightened degree of conscious awareness. This Linguistic Map is the second map of NLP.

NLP is about creating mental maps. Indeed, any journey you embark on is about making footsteps along the carpet that your mind map unfolds right before your feet. You can never make a voluntary footstep without a mental map. Yes, you could be doing so subconsciously not to realize it, but so true it is.

Chapter 7

THE BODY LANGUAGE OF ATTRACTION

You may be insanely attracted to a person but may not have the courage to ask them out owing to the prospect of facing humiliation and rejection. Imagine how easier things would be if you knew if they are as much into you as you are into them. Think of a situation where you've been set up on a blind date by enthusiastic friends, or you find a date online, and really want to know if they are attracted to you. You may go out on a first date and come back not knowing whether the person really liked you or not!

Wouldn't it be nice if there could be a telepathic way to gauge if a person feels truly attracted to you? How can you figure out if a person is genuinely attracted to you or is being plain nice to you because they don't want to hurt you (yes, we've all been guilty of this.)

Can verbal and non-verbal clues help you establish a potential lover's true feelings, emotions, thoughts, and intentions? Can body language be used for unlocking a person's subconscious mind to tune in to their innermost feelings and thoughts about you? Use

these secret attraction clues (that I rarely share with anyone) to help you gain and increase social proof and experience more gratifying and fulfilling relationships.

The Attraction Signals

When an individual is attracted to you, they will transmit plenty of feel-good or positive non-verbal clues for you to tune in to at a subconscious level.

To begin with, when a person is deeply attracted to you, their bodies will almost always face you.

Everything from their face, the chest to shoulders and feet will most likely be pointed in your direction. The person will lean closer while speaking or interacting with you in a bid to get closer on a subconscious and emotional level. When they stand at a distance of under four feet away from you, they are keen on entering their personal space or inner circle of friends. They are trying to physically enter your inner zone or personal space to make a place for themselves in it.

If you want to know if a person is keenly into you or interested in you, don't give in to their interest straight away. Rather than facing them, maintain a shoulder-to-shoulder position. If the person is truly interested in you, he or she will make an effort to win your attraction. Let them know that they have to win your attraction for you to stand facing them or mirror their attraction signals.

Leaning in the direction of a person is almost always a sign of attraction. We subconsciously lean towards people we are attracted to. When a person leans towards you in a group, it is clear that they are interested in you (or what you are speaking). Of course, sometimes a person may be simply keen on listening to what you are saying, in which case, you will have to look at other clues. However, leaning towards a person within a group setting is a subconscious indication that they are drawn towards you.

Another sign of attraction includes seizing a person from up to down, and then down to up. This is a primitive way, yet still practiced, for checking out the sexual potential of a prospective mate.

Together with other clues, uncrossed arms and legs can be a sign of attraction. Similarly, a broad smile, dilated pupils, and open palms can also reveal attraction. Head tilting is another sign of interest and engagement. It signals a person's desire to communicate to you that they are always around for you. Looking a person in the eye for a long while speaking can also be a huge sign of attraction. If you are attracted to a person or want to win their affection, avoid looking over their heads or even all over the place. It reveals a lack of interest and sensitivity, which will not give them the right signal.

Touch

Touch is a clue that an individual is completely comfortable in your presence. They may also be keen on getting to know more about you. They may get flirtatious or hit on you by playfully touching you. Some of the most common initial attraction signals are placing their hand over your hand, brushing their shoulder or leg against your shoulder or leg while talking to you, and pretending to touch you accidentally.

If you are confused about how to read a person's touches, observe how they touch another person versus how they touch you. If they are generally touchy-feely with everyone around, it is their baseline personality.

However, if they make special exceptions in the manner in which they touch you, it is more often than not, a sign of attraction. If the individual touches more than normal or in a different way, he or she may be attracted to you.

If you are attracted to a person, use body language to your advantage by conveying your feelings through non-verbal signals. Don't distance yourself from the person even if you don't want to send out very obvious signs of attraction.

On a subconscious level, they may not realize they are attracted to you. Similarly, don't go all out and make the person step back in discomfort. Maintain a balance. Start with a light or playful tap on the shoulder or elbows. It is harmless yet reveals that a person likes you. Then gradually, move to touch their arm, wrist, or back while talking. Make the touch more gradual and subtle so they don't wince or retreat with discomfort.

Mirroring

Mirroring happens at a deeply subconscious level and is one of the most reliable signals of a person's attraction. Watch out for people mirroring your actions.

There is either a deep-seated need to be accepted or they are truly attracted to you. Sometimes after you've just met or been introduced to a person at a party, you'll notice that he or she starts mirroring everything from your words to your nods to your hand gestures to expressions.

People who don't know much about reading or analyzing people will often miss these clues.

However, on a subconscious level, this is a sign that the person is seeking your acceptance or approval. When you are leaning against the bar, you'll notice a person come up to you and lean in the same position as you before striking up a conversation. They are doing nothing but attempting to mirror your actions in a bid to make you feel that they are one among your kind. People will hold their glass exactly in the manner in which you are holding yours or they may take a sip on their drink right after you do to show you that they are like you. The feeling of affiliating with people on a psychological level drives people to mirror their actions.

Chapter 8

HOW TO FAKE YOUR BODY LANGUAGE

The next thing that we need to take a look at is how to fake your body language. Some people feel that faking this kind of thing is impossible. They know that it is hard to hide a lot of the body signs that you are trying to show to others. This doesn't mean that the process is impossible to work with, but it does take a lot of time and effort to do.

Many people are not aware of the different body languages and nonverbal language cues that they send out to the world. But this doesn't mean that you are not able to fake some of it, and get others to think that you feel and act in a certain way. Keep in mind here that doing this is going to be difficult sometimes. It is not always as easy as it seems, and you have to be constantly aware of what you are doing. If you forget to do this and aren't paying attention to the different parts of your body language and how they are working together, you will find that some part of you will betray you, and you lose the trust in the person you are trying to work with.

The good news here is that with a little bit of practice and some hard thinking at the same time, you can control the various aspects of your personality and figure out how to

make people see different things with your body language. Some of the things that you should focus on include:

Eye Contact

The first thing that we are going to focus on when we need to fake our body language is going to be eye contact. You need to make sure that your eye contact is on point. This is one of the easiest things to fake, and if you are messing up with this still in your personal and professional life, then it means that you are going to have to work on that before you get a chance to work with some of the others.

Think about the last time you talked with someone who was not able to maintain eye contact. Whether it was them focusing down all of the time, them looking at their phone or their watch, or even glancing towards the door all of the time, it felt like they wanted to look anywhere but at you. Eventually, it made you feel like you were not important, and you wanted to stop the conversation and move on, no matter how important the information was.

Don't be like this person. You don't want to make the other person feel like they are not important. You want them to know that you are interested in them, that what they have to say is worth your attention. And the best way to do this is to make sure that your eye contact is good.

There is a nice balance here. You do not want your gaze to be so intense that you make the other person feel uncomfortable. We all know this kind of gaze. It includes no blinking and may feel like you are trying to do a stare-down with the other person. Focus on a gaze that shows that you are interested, but include some blinking and some emotion in them as well.

Your Arm Movements

Pay attention to the arm movements that you are doing. If you want to be able to show another person that you are excited and happy about something, it probably is not a good idea to stand with your arms crossed. Happiness and excitement are going to include a lot of arm movements going all of the time. The bigger the movements (within reason, don't try to hit the other person with the flailing arms), the more animated you are going to appear to others as well.

However, if you want to appear like you are calm and collected, or like you are more withdrawn (there may be times when you want someone to leave you alone for example), then crossing your arms, or at least keeping the arms and hands close to the body, may be the right option for your needs.

So, when you are trying to fake your arm movements as a part of the body language, the best way to do this is to figure out what mood you want to portray to the other person. If you want to show that you are animated and excited, then the arm movements need to be

away from the body and nice and big. If you're going to show that you are more withdrawn, then the arms and hands need to be close to the body.

The Smile

It is important to spend some time focusing on the smile that you give off. Many of us have been trained on how to give a fake smile in any situation, but there is a big difference between a fake smile and a genuine smile. You may be able to fake it with some people, but often, you need to try and get a real and genuine smile on your face to impress those around you.

Remember that with a genuine smile, you need to use more than the sides of the mouth. This one includes the whole face and even some crinkles around the eyes. This can be done even when faking it, but you need to do some practice. An excellent way to do this is to spend some time in a mirror, working on the smile, and trying to get the whole face into it.

Doing a smile in front of the mirror is going to make a big difference. You can look at how the smile will appear to others, and get a general feel of how it is going to feel to do this. Then, when you are in front of someone else using this smile, without the mirror present, you will know how to make this smile appear for you.

Your Stance

The last thing that we are going to look at is your stance. You need to make sure that you are picking out the right kind of stance to impress another person and let them know that you are interested. Of course, posture is going to be an important part of all of this. You want to stand upright, rather than to slouch, and you want to make sure that you show off the confidence that is inside of you.

There is more to this one than just the posture that you use, though. If you can add a few more things into this, you will find out that it is going to help you to get some results with how comfortable others are around you. The first thing to look at is your feet. If you want the other person to think that you are interested in them and that your whole attention is on them, then make sure the feet are pointed in the right direction. They need to be pointed at the person you are talking to, rather than to the side or even worse, towards the door.

The way that you learn is important as well. If your posture has you leaning towards the door, or at all away from the other person, then this is going to give them the thought that you are not interested in them at all. But, if you are leaning slightly towards them, with your body leaning in, it shows that you are interested in what they are saying to them.

It is hard to fake the body language that you are doing with another person. While we often wish to show off a certain kind of appearance to others, it is going to be tough to do this. You have to be careful about how you do this. But with some practice and tips,

you will become more aware of the different cues that our bodies are giving off to others, and it is a lot easier for you to give off the appearance that you would like.

Chapter 9

A GUIDE TO EFFECTIVE BODY LANGUAGE

Body language is diverse. Just to ensure that you do not portray different nonverbal communication, you must learn effective body language.

Walking Styles

A ton of data is passed on not just by how you stand or how you talk, yet additionally by how you move. The style of strolling passes on a ton of data about our fearlessness and our characteristics. This is one motivation behind why the nonverbal communication mentors show strolling styles to their understudies.

Stand Straight and Face Up

The primary thing to remember is that you ought not to slump or hunch while strolling. The back must be straight, and the spine must be erect. Your head must be upstanding and your eyes must take a gander at the front. The jaw must be up constantly. The vast majority look down while taking a walk. This isn't viewed as exquisite. Besides, if you sluggard or hunch while strolling, you will be viewed as powerless and ailing in vitality and energy.

Utilize All Muscles

It is advised to utilize all your muscle bunches in the legs while strolling. While strolling, attempt to picture pushing off with your back foot utilizing your hamstrings and quadriceps, and propelling yourself forward onto the impact point of the other foot. Attempt to move your foot forward, impact point to toe. This causes the lower leg muscles to work and encourages you to keep your feet at the right edge at each progression.

Pull Back the Shoulders

While strolling, the chest area likewise needs to become possibly the most important factor alongside the legs. The arms need to swing appropriately to extend certainty. The arms must move in a little circular segment as you walk. The quicker you walk, the bigger the circular segment must turn into. The development of arms increases a superior walk.

Get the Right Speed

The pace of the walk likewise matters a great deal. While strolling, the pace must be to such an extent that you can talk appropriately to an individual while proceeding with your walk and ought not to seem winded simultaneously.

Walking shrewdly additionally includes not accepting too long walks as you walk. Protracting the walk extends the leg muscles pointlessly and prompts destabilization of the walk. Research has discovered that a little swag of the shoulders has a particular sort of sex request related to it.

Positive Body Language and Its Significance

In the corporate world, keeping up great nonverbal communication assumes a significant job. Great nonverbal communication is acknowledged and energized in the corporate division. Awful nonverbal communication leaves the individuals in a breakdown of the corporate arrangements and furthermore, some of the time organize misfortune.

Self-Assured Behavior

An individual ends up being fearless and confident by joining positive nonverbal communication. Constructive nonverbal communication empowers the individual to pass on the data and conclusion in a progressively straightforward way. The emphatic conduct of constructive nonverbal communication is enjoyed by numerous individuals and in this way, individuals with constructive nonverbal communication attract more individuals.

Chapter 10

USING BODY LANGUAGE FOR GOOD COMMUNICATION IN YOUR LIFE

The primary reason you need to know about body language is so you can communicate better. One of the most important things to remember is that others see you as you see yourself: enhancing your mood by positive body language is the key ingredient to good communication. Nonetheless, there are ways we can be mindful when it comes to using our bodies to communicate.

Conversation & Rapport

Building a bond with a new person or establishing ties with old friends is the most important part of building a good relationship. It's something in body language circles that's talked about a lot because it's the main goal of most experiences. When you're in a good relationship, you're going to respond well to the body language of the other person and you're going to want to be with each other instantly, whether it's in a professional or personal capacity. So how do you build a relationship without a natural spark or

common ground? You do this with a body language style known as mirroring and matching.

Mirroring and matching is quite literally what it sounds like: you mimic another person's body language so you can create a connection right away and make it simple. People tend to like a similar wave-length and familiar attitude spending time with others. This will obviously be created by keeping the bodies in harmony. You need to look at how an individual behaves and acts in order to do this. Are they closed? Open? Should they talk quickly or slowly? What are the styles of hand gestures they use? Seek even to see how easily they breathe and what kind of personal body space they prefer. Then you can try to copy it. You shouldn't try to mimic some kind of Groucho Marx, but just take a similar pose naturally so you're as comfortable or on the edge as they are. If they use big arm motions then try to do the same thing. Do try to match the pace and tone they speak, don't try to match their accent, but stop using fancy words if they don't use them. For example, if the other party is using the word fascinating, don't start using marvelous to explain the same thing, just use fascinating and it will make the other party feel like you're closer to them. You will find that you can actually start leading by doing this so that after a short amount of time they start copying you.

There are things about which you must be vigilant here. If someone else is slouching and gloomy then copying might not benefit them absolutely, instead you should take a similar approach so that they can begin to act more like you, then open it up and try to smile. Similarly, if they seem hostile or antagonistic towards you then strive not to imitate them, but also avoid attempting to antagonize them by taking the higher road with a more uplifting body language form. By being cool and not manipulating or feeding another's rage, a good understanding of body language would actually allow you to disperse such a situation.

It is also important to remember that it is only a small part of the battle to imitate their body. You need to have some substance to what you're saying or else they might be puzzled as to why someone they're struggling to speak to copies their every move. Try to return to the person later when you have more resources if things are still not normal.

The next time you're out for lunch, shopping, or train, a good exercise. Look at other people who chat or just sit next to each other and who may be strangers. You will note that they relate to the positions of their arms and legs, the speed and intensity at which they are speaking, as well as how immediately after the other party will follow suit if one party moves in a certain direction.

People make a general mistake when they first encounter someone they are trying to connect with their words by finding common grounds, only after this initial connection is established through verbal communication can people then get in touch on a nonverbal level. The key is to build relationships first through body language on a

nonverbal level and then move through verbal communication into building relationships.

Another great exercise to do the next time you speak to someone, whether they're someone you've known for a long time or just met. Note the body language of each other and you will note whether or not you are in a relationship, usually after 5-10 minutes of conversation some sort of nonverbal relationship will be formed. If you do, you will start leading in the mirroring and matching, or as they call it, entrainment. What this means is that you can move your arm or leg in a certain position or movement and continue with the conversation as soon as you realize that the other party has unintentionally changed into the same gesture or posture. This is the relationship strength.

Breathing in harmony with the other party is the best mirror that can build relationships. In a business or social setting, this may be much harder to do, but it is the most effective and discreet move to imitate. With your significant other, this is only used for the bathroom, check it out and thank me later! Breathing in unison doesn't just mean the same number of breaths, but also where the other person breathes in the body, whether shallow breathing in the chest, and deep breathing in the abdomen. Should they breathe through the mouth or through the nose? In what way do they inhale and exhale?

Another important factor to consider is proximity; each has different levels of comfort depending on how near or distant others are in contact with each other. We all know the one person who loves to stand up in our face and spit on us literally as they speak but there are also others who are more comfortable talking at a distance where we can barely touch them with our hands.

Physical touch is the second strongest way to build relationships, which can build more relationships than anything you've ever written. Nonetheless, this is more difficult to apply in a job environment; you might want to save this for later until you are more suited and confident to use it in social settings.

If you're on the phone a lot then you're going to want to concentrate more on the auditory elements, including voice tone, speed, rhythm, volume, jargon, and keywords.

Dating & Relationship

Reporting on a date is vital, but it's also crucial that you don't live in your head and just copy your friend. Mirroring is best done when something doesn't fit well and you note that you're out of sync physically, but don't necessarily test their actions and mirror everything they do. You can try to be yourself as much as you can because it's nice to have plenty of gift-and-take in a relationship, you don't just want to imitate them. Strong communication, however, will ensure that things go smoothly.

If it's good to look for encouraging signs on a date and if things feel like they're going well then go on the same path, but don't just repeat yourself or you risk alienating or

upsetting the person you're with. One of the most dangerous considerations in evaluating a date is that many of the positive behaviors like playing with hair or shyness can also be indicators of discomfort or dissatisfaction. You should be able to pick out whether these things are good or bad depending on whether they are geared towards or away from you and whether there is power and joy that reciprocates them. Like with many of these guidelines on body language, it's best to focus on yourself when you feel a lot of disconnection and then take further steps to reflect and observe. Once people connect, synchronization is very normal, so don't feel like it has to happen if it isn't. When you try so hard to connect with someone, maybe it wasn't meant to be.

In Business And Job Interviews

When actually in an interview, there is a deliberate power play to bear in mind. You need power and confidence to plan, but you also need to stroke your colleague’s and potential employer's ego. When going to the meeting, when walking up to the building, keeping a good posture and when sitting down take up more space than normal (without being annoying) and maintain an upright posture, it is very good to take on power positions. Research has shown that performing power poses with testosterone and cortisol for a few minutes at a time produces biological effects at a hormonal level. Increasing the latter and arising from bad poses, and increasing the former from power poses leading to greater confidence.

When you're in the interviewer's house, make sure you're reading how they're doing. In reality, most interviewers feel very nervous and are happy that you are taking charge of the discussions and directing them in the right direction. That's not always the case, but don't always presume that they're in charge and don't want you to be in the role. Whether or not you're expected to mimic in this situation can be difficult to judge because you want to build a good level of partnership because you definitely don't want to look weak or disrespectful when they're confident and assertive, yet you don't want to announce that you're fair if they don't think that's the case yet, and just because they're comfortable doesn't mean you're supposed to be the same.

The most important thing to remember is to keep constant contact with the face and eyes without scaring the other person and keep a good stance on the ground with your feet attached. Hold your breathing steady and let your hands talk a lot as long as they don't shake like wind leaves. Whatever you do, remember to schedule the interview correctly and maintain a good degree of charm and language of the body throughout the interview.

Chapter 11

THE “DON'TS” OF BODY LANGUAGE

Most of our discussion thus far has been focused on all the little things that good non-verbal communicators do to get their point across. So far, this 'point' of everything we have learned has been how to use your body to loudly command: “look at how attractive, confident, and empathetic I am.”

Good body language like this easily communicates many positive things, but bad body language tells us something else entirely about a person.

We will look at some non-verbal faux pas that are best avoided entirely. All of them are off-putting, and should only be used if you are hoping to repel a certain person. Otherwise, just knowing about these gestures should keep you from inadvertently performing them and making a bad impression.

Touch Your Face

When we see someone wringing their face, it generally tells us that they are nervous, worried, and scared. We don't get the impression that the individual is feeling open,

straightforward, and comfortable towards us.

A hand resting on a person's face often sends out the signal that the person is bored or uninterested in what we have to say. When listening to others, it is much better to sit up straight, make good eye contact and let the hands rest down by the side.

Cross Arms

When we are trying to encourage new people to approach us and to show that we are warm individuals who are open to interaction, we want our bodies to reflect that. After all, it isn't as if you can walk around wearing a sign that says, “Hi there, come talk to me!” (with the exception of certain conferences anyway).

Therefore, our bodies are the only invitation we have to show people we are interested in them, even if it is only for friendship or new opportunities.

When we cross our arms and legs, it sends the message that we are closed, guarded, unsure of the people around us, and maybe even a tad bit cold.

Turn Your Back

Turning your back on someone signals a complete disregard for them or their feelings. There is no gesture quite so cold and final. We turn our back on people we wish to forget about, to put out of our lives. Of course, we make it sound more dramatic than it usually is. A turn of the body can happen by accident, but it should never happen during an interaction with someone you care about. Obviously, there will sometimes be practical reasons to turn your back, but if you are simply shifting your focus away from someone, it communicates to them that you are “done” with this interaction. It can actually be quite hurtful, so be aware of this. If you want to show someone you care about them and are attentive, square your shoulders to theirs and make positive eye contact while practicing open body language.

Point Fingers

Unless you are purposely accusing someone of a great transgression or offense against you, please try to avoid pointing your fingers at them. This gesture is the calling card of a tactless person whose mother never taught them better.

Pointing at someone is a very confrontational gesture; it singles the person out and indicates that they are somehow targeted, or that somehow they are to blame for a particular problem.

Pointing itself is fine - point at objects, point at your animals, etc. Just don't point at another human being unless he just stole your purse or something!

Slouch

It is one of the worst things you can do body-language wise. A sagging, slovenly posture communicates so many bad things about you- sloth, lack of self-respect, inattentiveness.

Why do people still slouch? Perhaps it is out of habit, but this is such an easy thing to fix, and the effort versus reward ratio can't be beat when it comes to the way people will view us.

Final reminder: stand up straight and people will respect you much more!

Cast Your Eyes Downwards

As you may recall, sustained eye contact is a sign of strength and empathy and communicates that we are actively listening to the speaker.

So what does the opposite mean? How do you feel when a person you are conversing with stands about staring at the floor with shifty, fearful eyes?

A person who keeps his eyes cast downward is signaling that he is afraid, ashamed, or perhaps even has something to hide.

When we are at our best, we look people straight in the eyes as we are talking to them, scary as it might be.

Talk With Your Head Turned Away

Everyone has one friend who speaks in a low mumble and is impossible to understand clearly. What makes it worse is that this same friend will often try speaking to you while their head is turned away, looking at something else.

Don't do this: it signals that what you are saying is not important enough to make the effort to say it facing your listener.

Hesitate

This is an important one and pertains to almost any situation in which you are trying to make a strong impression on your fellow human beings.

When you begin to do something, do it confidently and smoothly. When people hesitate, it sends out a signal that they are unsure of themselves and perhaps even weak and ineffectual.

If you want to walk up to that pretty girl across the room, now is not the time to stand shifting your feet, and running your hand through your hair. The faster you get started, the less time your brain will have to talk you out of it.

The same goes for other walks of life as well. If you are going to get up and give a speech at your best friend's wedding, you are shooting yourself in the foot before you start if you hesitate.

If you are going to do something, make up your mind and simply act. While this is certainly easier said than done, a change in attitude towards challenges will be immediately reflected in your body language and will tell others that you are an ambitious person who overcomes challenges without a second thought- a very attractive trait in a friend, co-worker, or lover.

Wring Your Hands

Once again, our hands (those two little devils) are giving us away with their restless wandering. The stereotypical hand wringer is indecisive, hesitant, and worried about the future. So keep your hands still! Our hands are tools that should only move when they have an intentional purpose- by keeping them reined in we send a strong message about our sense of self-worth and confidence.

Lean Forward Too Much

Leaning forward when someone is talking to us shows that we are needy and seeking their approval. We want them to know that we like and support them, but by changing our body language we are sending a signal that we are willing to sacrifice our comfort and individuality to be closer to them. It is a symbolic gesture that definitely transmits the wrong message, so be especially careful about not doing this on dates. Although it isn't necessarily politically correct to say, most women find neediness and vulnerability incredibly unattractive in a potential dating partner.

Lean Away

On the other hand, leaning too far back sends the opposite signal. Inclining our bodies away from an individual may make them think that we are disgusted, or else regard them with subtle contempt.

When speaking to someone, it is always best to simply square your shoulders and face them directly. No incline is necessary, and staying still will indicate that you are comfortable in your own skin.

Check the Time or Your Smartphone

Some had a personal dislike for people who frequently do this, and would always complain that it has become a normal way to behave in modern times. Don't do it- checking your smartphone while engaged with another person is incredibly rude and dismissive. It causes you to perform several body language faux-pas at once. First, your head will be faced away from the person, your eyes will be downcast, and you will be slouching, and holding an object in between you and the person with whom you are conversing.

The same goes for glancing at the clock. If your boss is telling you something important about the work that is being done, and you break away from your attention to glance at the clock in the corner, he is going to assume you aren't taking the work very seriously.

In Conclusion

Of course, there may be particular situations in which you want to send the signal that you aren't interested. In those cases, these body language cues may help you transmit that message without a direct verbal confrontation.

However you intend to use these, make sure you realize that they are powerful and upsetting to others, and behave accordingly.

CONCLUSION

Interpreting someone else's complex body language is not easy. You will need to identify some of the small, almost invisible, movements we have written about. Then, you must try and fit them according to the situation you are in.

Whether at a business meeting or a romantic liaison, you can learn to read between the lines of what people are saying. It takes a good deal of practice to make sure you don't misinterpret what you're observing. So, don't think you can learn this skill overnight.

Once you feel confident that you're reading the right messages, you can then begin controlling your own nonverbal signals. Make sure you always come across as confident and clear, by knowing what to give away and what not to make so obvious.

If you're intrigued by the mysteries of body language, then you're not alone. It's only one small part of the intricacies of communication between people. Our ability to feel so many emotions is what makes humans such a convoluted species. This is a small part of understanding what we're all about. If you can master the secrets of nonverbal communication, you will get to know other people better than they know themselves.

As you become more aware of the people around you, business associates or your social circle, you will be better able to help them. That's because you can read when they have conflicting emotions. If you've read this book through, and taken in the advice and techniques we have shown you, then you'll know what to do.

Whilst we think our verbal words instruct others on what we wish to communicate, they only cover a small part of our message. Emotions are not conveyed in verbal language unless we choose to do so. Yet, in nonverbal communications, we give our emotions away without knowing it. Once you can comprehend that, then, and only then, will you get the full picture of what people are expressing. They do this every day, so you have a lot to learn and understand.

Use this guide to improve your own communication skills. Better understand what others communicate with their movements, that they're not saying with their words. You might find one or two surprises within these pages. Use them as a guide to make you a better person for this new skill. We all have room for improvement, so long as we never stop learning.

NARCISSISM

Learn How To Recognize And Protect
Yourself From Narcissism And
Recover From A Narcissistic Abuse

INTRODUCTION

Narcissism is a personality disorder in which individuals have an over-expanded sense of their significance, unreasonable self-centeredness, and a lack of sympathy for other people. Personality disorders are conditions in which individuals have traits, or characteristics that cause them to feel and carry on in manners that have a contrary, social effect limits their capacity to work in relationships, and point of confinement their capacity in different parts of their life, for example, work, school, or funds. A narcissist is somebody who shows the characteristics of narcissism.

The primary characteristic or attribute of this disorder is a selfish distraction with him or herself and their inclinations, yearnings, needs, achievement, and how the person in question is seen by others. People with milder types of narcissism, or who have some narcissistic traits, can work well in the public arena in specific callings even though they, by and large, still experience issues with relational relations and keeping up solid relationships.

There is a critical difference between individuals showing narcissistic traits and those people with narcissistic personality disorder. The individuals with narcissistic traits are regularly seen as egotistical, sure, and self-focused – however, they do not have the overstated or pompous self-view of their capacities that an individual with a narcissistic personality disorder has.

A narcissistic personality disorder affects more people than you think. The truth is that the closest person to you may be a narcissist, but because you have become a victim of narcissistic abuse, it might not dawn on you until it is too late. There are a lot of dangers attached to narcissistic personality disorder, and sadly, the narcissist and those around him or her may not realize it.

Modern society has entwined the idea of someone suffering from narcissistic personality disorder with someone who has narcissistic tendencies. Most people have narcissistic tendencies – it is natural to wish to prove yourself and everyone feels good if they are looked up to and admired. Of course, people with narcissistic tendencies tend to be more aware of the harm their actions and responses can do – someone with NPD has no awareness of the trail of destruction they leave behind them. Their focus is firmly on where they are going and manipulating the person or persons who will help them get there.

Having narcissistic tendencies is a normal human trait and one that most people control without issue – there are times when you need to be callous and push forward regardless of the effects it may have on certain people. This is often a case of survival. However, when these tendencies go to the extreme you will find someone who is suffering from NPD. Whilst there may not yet be a cure for this disorder, there are plenty of support groups and techniques which will enable anyone suffering from this personality disorder to tame their beast and build good relationships whilst increasing their self-esteem and decreasing their need for approval.

It takes a conscious effort to study a person suspected to be a narcissist to be able to deduce whether or not he or she truly is a narcissist. Remember, humans are naturally selfish, and being selfish alone does not pass one as a narcissist. It takes more of the symptoms listed in this book to qualify a person as a narcissist.

Chapter 1

WHAT IS NARCISSISM?

According to WebMD, Narcissism is an inflated sense of self-importance. In a kingdom where there is a person who has this personality disorder, he is king. He is the center of his universe. If you see yourself as this king, then you may notice some special traits that will keep on repeating and even making trouble for you in your daily life.

The normal person sees the world every day through his own eyes and makes his decisions based on his own rules. With narcissism, however, everything is inflated. Everything is exaggerated. This is not just about being proud of yourself for being successful or wealthy. It is about seeing yourself as more than you are, to the point that other people seem minuscule and unimportant.

Take a look at a few words and phrases below. Please read each one of them and fully internalize what it means:

- Vain
- Judgmental
- Respectable
- Authoritative
- Selfish
- Always right
- No empathy for others

Which ones of the above describe narcissism? If you say, "most of them," then you are right. You can be respectable, worthy of praise without having to blow your own horn, for example. You can be authoritative up to a certain limit. The point is that you should know your limit. Narcissism makes your limit a murky area. A narcissistic person just knows he is fabulous. He becomes vain and selfish. These qualities make them judgmental towards others. There is no empathy at all.

Therefore, narcissism is not just an ordinary boast. Some people boast a lot and show off their material possessions not because they are narcissistic but because they may feel insecure. Someone can be mean but deep inside – they think badly about themselves. With narcissists, the opposite is true. Narcissists may even be capable of good deeds because they believe that they are good, and people must know just how good they can be.

You may define narcissism a little bit differently compared to others, based on your personal experience. However, one thing is for sure – it is a personality disorder. This is not just a person being proud of his accomplishments or trying to cover up his flaws. You are dealing with someone who believes what they are saying about themselves.

What Is Narcissism Identified as?

As A Personality Disorder

It is distinct from other personality disorders despite it sharing some characteristics with, for example, paranoid personality disorder or antisocial personality disorder. Because of this personality disorder label, you realize that the person affected by it does not understand that what he is doing offends or alienates other people.

As A Mental Health Problem

Furthermore, narcissism is a mental health problem. It is not just a set of behaviors that the person has chosen for himself. The narcissistic person develops it based on some past experiences or even through his brain chemistry.

As An Incurable but Treatable Condition

Sadly, a narcissistic personality disorder is incurable. It is a lifetime condition that your loved one will be affected by. However, his symptoms can be managed with therapy, and possibly medication.

The reason you are reading about narcissism and how to deal with one who suffers from it is that narcissism is not one tone. You may see it as a Reggie in the classic Archie Comics, but a narcissist is more than that. A narcissist is more than just your neighborhood bully or loudmouth. There are also some hidden and more insidious characteristics that you have to examine.

Chapter 2

TYPES OF NARCISSISM

Just as two people are not alike two narcissists can also be quite different from one another. This is a phenomenon that is often found in psychiatry and one that has inclined some to believe that psychiatric conditions are often many different conditions that have been grouped in error. But the reality is that no condition of mental health manifests the same way, just as a bacterial infection or a systemic medical condition might not manifest identically. There will naturally be some heterogeneity in narcissistic behavior just as there is in every other kind of behavior.

Indeed, narcissists have been studied enough that different types of narcissists can be described. Even before we examine the different types of narcissists, it may be obvious to somehow narcissists may differ. Some narcissists fall more on the vain and self-centered end of the spectrum, while others fall more on the bullying and abusive end of the spectrum. Narcissists may have traits of more than one type of narcissism though these individuals are typically described based on the overarching quality that they display to others.

Researchers and observers have come up with different ways of dividing narcissism into types. Narcissism is divided into types based on the behavior pattern that the narcissistic individual displays. There are two primary divisions of narcissism –

somatic and cerebral – and four subsidiary types of narcissism. For this reason, some say that there are six types of narcissists while others report four.

The somatic narcissist is focused on their external appearance while the cerebral narcissist has a sense of superiority that is unrelated to their external identity. The four other types of narcissists that can be overt or covert include seductive narcissists, vindictive narcissists, overt narcissists, and covert narcissists.

The distinction between overt and covert originates in whether the individual displays their narcissistic characteristics flamboyantly or if they hide them. Though some may say that the overt narcissist is more dangerous because their attacks can be silent and stealthy, both of these major types can do damage to others.

In this chapter, we will delve more deeply into the six major types of narcissism to understand these individuals better.

Somatic Narcissism

The story of Narcissus reminds us that narcissists can become fixated on their external appearance as a measure of their self-worth. Indeed, it is not abnormal for men and women to take pride in their appearance, and it should not be deduced from this book that those who care about their appearance are narcissists. Being vain does not necessarily make someone a narcissist.

A narcissist is someone who engages in a pattern of behavior that displays a sense of superiority over others and a lack of empathy or concern for others. The somatic narcissist puts a lot of stock in their appearance and perceives themselves to be superior to others in their regard. They may be grandiose or delusional about their appearance. They may dress in a flashy or provocative way. The somatic narcissist is often said to be "body-oriented."

Some speakers on narcissism occasionally suggest that those who spend an allegedly inordinate amount of time in the gym display a type of narcissism. Although these people can indeed demonstrate narcissistic behaviors and even have NPD, being obsessed with health and exercise does not automatically make someone a narcissist. Some of these individuals may suffer from body dysmorphic disorder, which is entirely different from narcissism and should not be confused with it. People with body dysmorphic disorder (or BPD) have low self-esteem regarding their appearance. They see a distorted image of themselves in the mirror, an image that they are obsessed with changing.

Cerebral Narcissism

We often think of narcissists as being vain, but vanity does not have to be confined to the realm of outside appearance. Men and women can be vain about their intelligence or

skills. They may simply believe that they are superior or special in some way without a specific cause or justification.

The cerebral narcissist does not have a sense of uniqueness based on how they look. This person may believe that they are smarter than others or always right. They may need to put others down intellectually or to be seen as being smarter or better than others because of their mind. They may think they are funnier than others. The cerebral narcissist can be said to be personality oriented. A need for admiration is an important component of narcissism, and cerebral narcissists crave this, too. Although they can be more difficult to spot, they can be just as abusive as other narcissists.

Seductive Narcissism

We think of seduction as a provocative behavior that is designed to elicit a response from the other person. We may imagine a seductive narcissist as being a woman dressed in tight-fitting clothing with fishnet stockings. She may be the type labeled as a temptress or seductress, but this hypothetical person is not really what seductive narcissists are like.

The person with seductive narcissism will praise and congratulate others to get the same sort of attention back. They crave the admiration and validation of others, and the compliments they dole out are nothing more than fishing in the waters for someone who will be willing to give back to them the admiration they deserve. Seductive narcissists are not necessarily harmless. Like other narcissists, they may be abusive to those close to them – attacking them when they do not get what they want or need or weakening the other person to keep them in a dependent position. They can play hot and cold to keep you emotionally dependent on them.

Overt Narcissism

Bullying is the characteristic of the overt narcissist. All narcissists have the problem of not valuing others as much as they value themselves. Usually, this means that the narcissist does not care about the concerns of others and disregards them as secondary to their own, but in some types of narcissism this type of perception can lead to overtly damaging behaviors like bullying and belittling. This is the realm of the overt narcissist. In this most common form of narcissism, words are used to tear down others, which makes the narcissist feel better.

Covert Narcissism

The covert narcissist can be difficult to detect. These are the sneaky snakes who hide their real personality behind a veil of good-naturedness and politeness. They may appear to have a gregarious, considerate personality, but this is just a ruse to bring others close to them so they can be manipulated. This is a form of deception that it is easy for these types of narcissists to engage in because they understand human nature so well. Just as the master manipulator can do his or her work because they have observed people well and know how they think and operate, so too does the covert narcissist think and work in this fashion. These individuals manipulate to gain power, money, fame, or whatever it is that they desire.

Vindictive Narcissism

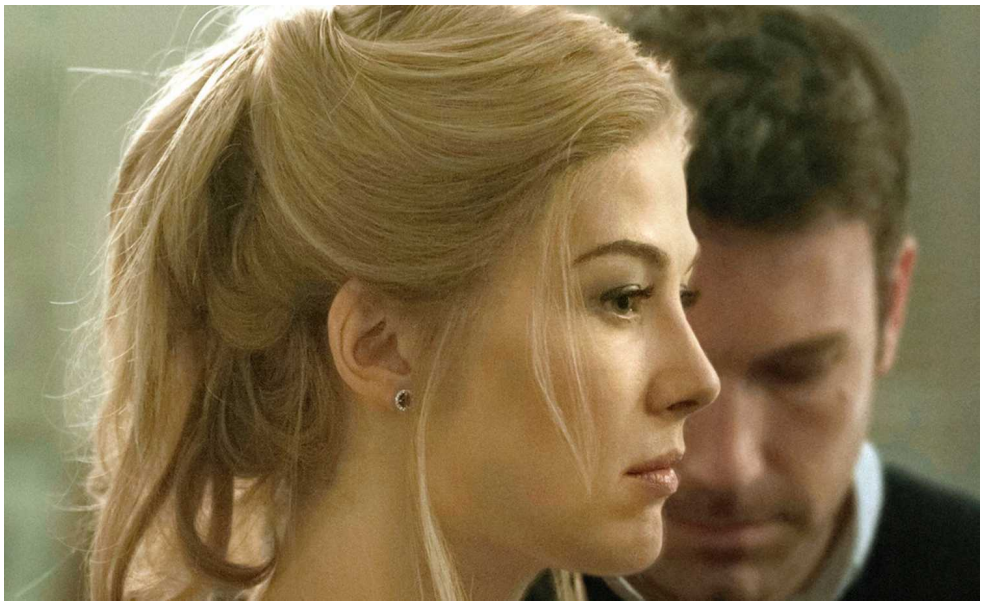
Vindictive narcissists are arguably the most dangerous of the bunch. They seize on any opportunity to attack and do harm to others. Missing a birthday party or neglecting to send a present may be enough for the vindictive narcissist to set their sights on destroying you. They are experts in the subtle arts that can be used to destroy people. They may spread a damaging story to turn the people around you against you. They may make a wild accusation or try to frame you for a crime or infraction.

The vindictive narcissist represents the dark qualities of the narcissist accentuated to a high degree. Indeed, it may be difficult to understand what precisely has set the vindictive narcissist off because they are already primed to strike against others in the most damaging way possible.

All narcissists pose difficulty, and the discussion of the different types of narcissists is almost an exercise in futility. Though we might say that the vindictive narcissist is particularly dangerous, that does not mean that the seductive narcissist that you are married to or in a relationship is not just as problematic for you. Perhaps the primary role of this discussion is to help you recognize the narcissists in your life, as it can be difficult for the good-natured person to see these qualities in those that are close to them.

Chapter 3

WHAT IS NARCISSISTIC ABUSE?



Narcissistic abuse violence is a form of violence where the victim is exposed to Narcissistic abuse trauma. One of the challenges with Narcissistic abuse violence is that, unlike physical violence, there might not be physical scars as evidence. Narcissistic abuse violence happens each time the victim is subjected to emotional distress. In many cases, Narcissistic abuse violence is accompanied by verbal or physical violence.

Many people are victims of Narcissistic abuse violence at some point in time, but they are never aware of it. Without proper understanding of yourself, and what your life is about, you might never know when you are under attack. It also becomes difficult to come up with effective strategies you can use to cope with the trauma from such abuse.

While anyone is susceptible to this kind of abuse, women and children are the most affected by Narcissistic abuse. The attacks target perceptions, feelings, and thoughts. Narcissistic abuse might not be physical, but the effect on the victim's persona is just as bad.

In a relationship with a narcissistic partner, there are several symptoms, reactions, and conditions that the victim might experience which are a sign of abuse. The narcissist

conditions the victim by creating experiences in relationships that harm the victim. Here are some of the signs you might be suffering Narcissistic abuse in your relationship:

- Intense insecurities – Your abuser identifies your insecurities and over time, uses them to put you down. Your insecurities grow stronger, and you cannot trust anyone.
- Disbelief in yourself – Many victims' lives change for the worse because they no longer believe in themselves. Your confidence is eroded to a point where you can no longer trust your judgment.
- Incapability – Victims of abuse who were once assured and competent in everything they do suddenly become incapable and uncertain about everything.
- Anxiety – You live a life of uncertainty and fear. You are constantly afraid something bad will happen. You do not trust good things because you believe the happiness is short-lived and will turn for the worst soon after. You also feel emotionally drained and incapable of enjoying true happiness.
- Indecision – Victims who were once grounded become indecisive, confused, and unable to trust anyone, not even themselves.
- Esteem issues – Narcissistic abuse erodes your confidence. You cannot see yourself as anything better than what your abuser says you are. You shy away from the public, afraid that everyone sees the weaknesses in you.

These are the effects of Narcissistic abuse. They manifest in different ways, but one thing is certain about them – they erode the very core of your being, your personality. If you cannot recognize yourself, how can someone else?

Chapter 4

TYPES OF NARCISSISTIC ABUSE

The narcissist will employ several different kinds of abuse against victims to get them in line, as touched upon. These should not be downplayed or ignored just because they do not leave marks. Likewise, if you ever question whether you are being abused, that is a glaring red flag that should be immediately addressed. Any time abuse is suspected, you should contact domestic violence services in your area, especially if you have no way to disengage from the abuse on your own.

Physical Abuse

This is what most people think of when they consider abuse. Physical abuse involves punishments through physical means. Anything that leaves physical harm on your body, whether it leaves a mark on you or not, is physical abuse. If there is ever a moment in which the other party had laid a hand upon you or touched you in any way when you did not consent or want that touch, it is considered physical abuse and should not be tolerated. Ultimately, your body is your own to govern, and if you do not want to be touched, you have the right to decide that.

A lesser-known aspect of physical abuse involves keeping you physically trapped, as well. If the abuser actively interferes with your ability to exit an area, this is another form of physical abuse. If the other person wrestles your phone out of your hands to prevent you from calling for help, that is also abuse. When abuse has escalated to physical, you need to get out as soon as safely possible.

Verbal Abuse

Whenever the voice is involved in a way that is meant to hurt or demean you, you are verbally abused. This includes comments meant to hurt, such as belittling, disparaging remarks, or yelling at you. While some people may say critical things but use them legitimately to help better you, the narcissist uses his voice to keep you down. Often, verbal abuse goes ignored because it does not leave a mark on you, but the constant name-calling or insults can wear down on you and do lasting damage to your mental welfare.

Verbal abuse includes any sort of verbal harm, such as threats, demands, guilt trips, sarcasm, yelling, calling names, insulting, or anything else that involves the voice that you consider intentional and harmful.

Sexual Abuse

One of the most insidious, damaging forms of abuse one can inflict upon another. Sexual abuse involves forced sexual acts or sexual touches without consent. This does not have to be full intercourse – even simply touching you in ways that make you uncomfortable or tapping your butt without your permission would be considered a form of sexual abuse.

Remember, just because you may be in a relationship with or married to the other person does not give him or her a free pass to use your body in ways you are not comfortable with. A spouse can sexually abuse the other party if it is not consensual. Remember, someone under the influence of drugs or alcohol cannot consent to sexual contact or sleep. Forcing the point and badgering you into sex that you do not want is also considered a form of sexual abuse.

Financial Abuse

When you are a victim of financial abuse, you are restricted from money somehow. Particularly common in abusive marriages, this often involves one person who stays home and one person who earns all of the capital, though this is not always the case. One person takes control of all of the money and restricts access to it, regardless of who earns it. The entire point is to keep the dependent stuck, relying on the abuser to provide for all of their needs.

Frequently, this is done by using multiple bank accounts to restrict access, providing the victim either with nothing at all or only small stipends of money at a time to cover necessities while withholding the rest. The abuser may have taken control of your finances through theft, forcibly taking your access to money and limiting it, or simply moving all funds into an account you have no access to. It can also be done by taking out credit cards in your name and using them to accrue debt and keep you trapped. If you do not have equal access to the money in a marriage and have not agreed to that arrangement, you may be a victim of financial abuse. Of course, some couples decide to split finances, but that must be a mutual decision.

Emotional Abuse

Emotional abuse is intended to hurt you emotionally, as the name implies. It involves threats to keep you in line, using the silent treatment to hurt you, belittling you, or using the favored love bomb and devalue cycle or FOG. The purpose of this is to toy with your emotions for no reason other than to entertain the narcissist. Most manipulation attempts fall into this category, as they attempt to sway you by appealing to emotions.

Neglect

Neglect is unique to parent-child dynamics, though it can be present in other situations when the narcissist is providing for the victim. In negligence, the person in power does not give what the dependent requires to live and thrive. This could be neglecting to feed, clothe, house, bathe, or provide emotional love and support for a child. This could happen alongside financial abuse if the narcissist has a monopoly on all money in the relationship. This would occur if the narcissist fails to or declines to provide the other person with whatever they need to live or the means to get what is required.

Isolation

Also, as a form of emotional abuse in many cases, isolation involves intentionally restricting access to other people that may be a form of support for the victim. This includes making it, so other people take little interest in approaching the victim, making it so uncomfortable for the victim's friends and family to visit that they eventually decline to do so, or by restricting contact through social media. If the narcissist insists that you cut off certain people if you want to continue the relationship, he or she is likely isolating you.

Chapter 5

NARCISSISM IN FAMILY AND RELATIONSHIP

Different types of narcissistic abuse violence are perpetrated against victims by narcissists. We will discuss the importance of healthy relationships in various aspects of life, as well as how narcissists take everything away from you.

Children and Families

Trust Issues

Life is one big frightening place for a child raised by narcissists. Strings are attached to everything, especially love. Children need unconditional love; however, children of narcissistic parents grow up learning that there is always something attached to it. Such children grow up suspicious of affection. It becomes difficult for them to trust anyone, especially those who are getting too close to them (Keene & Epps, 2016).

Interestingly enough, while such children struggle to embrace genuine affection, they are drawn to toxic relationships and affection. This happens because the feelings shared in

such relationships are those that are too familiar, they can relate. Toxic relationships become a comfortable place for such children.

It is easier for a child brought up in a narcissistic environment to trust a bad person disguised as their savior than it is for them to trust someone who is genuine and offers emotional stability.

Toxic people are an embodiment of the same challenges the children endured when growing up. Because their minds have been conditioned to embrace such instances, they are not afraid to interact with toxic people. They learn not to trust, or not to trust too much – this is easier because they have done it all their life.

Inability To Commit

Children raised in a narcissistic environment struggle with commitment issues. When you meet them, at first glance they seem like they are looking to establish commitment with someone. However, deep down they fear commitment. These kids grow up alienated by the people closest to them, so it is difficult to commit to someone or something. Commitment for such children is often based on what feels right at the moment, not because they want to commit.

Long-term relationships are not easy to get into because the feeling of being tied down to something is odd. When they encounter someone who loves them truly, it is unsettling because they have to open up about their vulnerabilities to this person, and they are not sure whether this person will stay or walk away. When you grow up alienated by family, stability and forever relationships become a fallacy to you.

Commitment to someone for such a child means that they are giving up control of their lives. Someone else is in charge of their emotions. Naturally, such children will go into defense mode to protect themselves from being hurt. They know the feeling, they have lived through it, and cannot risk it again. When facing the prospect of an intense relationship, it is easier to withdraw, even without a reason. They find it easier to give up on someone who loves them and push them away than be with them and experience unconditional love.

Hyperactive Attunement

Hyperactivity is one of the symptoms victims of abuse learn to help them cope with their abuser. It helps them know when things are about to get messy. They are keen on subtle changes in the way the abuser responds to them. This makes them realize changes in facial expression, tone, and so forth. They can also identify contradictions between gestures and spoken words.

It is so exhausting to learn all this as a child. However, it is also important for them because it is the only survival technique they are aware of, which can help them avoid unnecessary pain. They grew up on the lookout for verbal, physical, and emotional cues from narcissistic parents and caregivers.

This defense mechanism helps them get through a lot and protects them from the unknown. However, it also breeds a sense of prediction, which can be very unsettling for someone genuine, but does not know how to align their words and gestures. For the child, it might be impossible to control how people react, but they can use this technique to choose the relationships they can cultivate or end.

Afraid Of Intimacy

Intimacy is an emotional minefield for children raised by narcissists. When they try to open up, it is easier to share too much about their struggles in the hope that someone might feel their pain and genuinely ease their pain. The challenge here is that they often end up with toxic narcissists whose only desire is to prey on their weaknesses and exploit them for everything they have.

This is one of the reasons why such children are afraid of intimacy in life. Intimacy requires that you open up to your partner. You have to be vulnerable around one another. You must allow your partner to see you for who you are, with all your weaknesses, embrace you, and love you endlessly.

Exposure to so much hurt while growing up destroys the concept of intimacy for these children. Instead of allowing someone the chance to hurt them, it is easier to cut them off, close all avenues leading to their emotions (Yates, 2010). They crave intimacy like everyone else, but it is so huge a risk. At times the prospect of opening up to intimacy brings back nasty memories, and it is easier to forget about intimacy altogether.

Affinity For Toxic Relationships

Toxic relationships are normal for children raised by narcissists. They have a lot of experience in this, and it is easier to embrace these relationships because they almost always know what to expect. They embrace abuse as a normal thing, and that is why they find it easier to entertain people who belittle or envy them.

In early adulthood or on in life when they take stock of their friendships and relationships, they realize they have so many toxic people in their lives that they are comfortable around. This happens because they share a bond. The struggle is all too familiar, it is the only thing they know.

Emotional Sabotage

Narcissistic parents create an unhealthy relationship with their children. Children grow up afraid. They know one thing leads to another and are pessimistic about some situations. Respect and true love are foreign to them. If they come across someone who loves them unconditionally, it can be unsettling.

What does it even mean to be loved without expecting something back? How does someone even do that? This crisis sets the stage for emotional sabotage. Unconsciously, the child finds a way to sabotage that relationship because it is too good to be real. The

defense mechanism for these kids is usually that anything that cannot come too close to them cannot harm them.

It is okay to protect yourself, but at times it comes at a price. Many opportunities are lost, opportunities for learning, growth, careers, and personal intimate relationships.

Relationships

A narcissist is a living example of a myth. They are no more than make-believers. They have a concept of themselves that they hope you can trust and believe. It is all lies. Narcissism has a damaging effect on relationships. Relationships require effort from both partners. As a victim your relationship is anything but a joint effort. A narcissist partner will turn your life upside down and by the time they are done with you, you might not have the slightest idea who or what you are.

One of the difficult things in a relationship is telling whether you have a narcissistic partner, or if they are overconfident. A narcissist will abuse you emotionally, leave you feeling worthless (Lee, 2018). The following are some of the signs of emotional abuse that you need to be aware of in a relationship with a narcissist:

Rationalizing The Abuse

Abuse in a relationship hurts on so many levels. Victims of narcissists usually end up normalizing the abuse to the point where they deny it happening in the first place. You minimize and rationalize the problem. This is a survival mechanism that helps the victim dissociate from the pain of abuse. You get to a point where you feel your abuser is not a bad person. They had to react the way they did because you probably did something terrible to provoke them.

This kind of abuse happens after the victim is conditioned to believe that they are helpless without the abuser. A narcissist will do all they can to ensure you rely on them for survival, and by this point, the relationship is one-sided, with the victim doing all they can to appease the abuser and meet their needs.

There are instances where the victim goes as far as shielding their narcissistic abuser from the law, instead of facing the consequences of their actions. To convince everyone else but themselves that they are doing okay, some victims are conditioned as far as posting happy photos and videos of their relationship on social media, while the real story is different.

Fear Of Success

Narcissists do not just take away your happiness, they take away your life. At some point, you stop doing the things you used to love. Success becomes a myth for you because it makes you happy, yet your partner hates it when you derive happiness from

anything other than themselves. Talent, happiness, joy, and everything else that interests you become a source of darkness, reprimand, and reprisal.

As this continues, you become depressed, lose confidence, anxiety sets in and you learn to hide away from the spotlight, allowing your partner to shine instead. What your abuser is doing is not keeping you away from your wins because they feel you are not good enough – they do it because they are afraid your success will weaken their hold on you.

Self-Destruction And Sabotage

A victim of narcissistic abuse will replay the words and actions in their mind all the time until it becomes second nature. You learn to associate certain actions in the relationship with violence and reprimand. You almost expect a negative reaction from your partner each time you do something. This amplification of negativity will grow into self-sabotage, and if your partner is a malignant narcissist, suicide might not be so far off.

Narcissists condition you to expect punishment for basically, anything. Their constant accusations, criticism, and verbal abuse push you to a life of guilt and toxic shame, to a point where you give up on your goals, dreams, and feel worthless. You convince yourself that you are not worthy, and you do not deserve anything good.

Unhealthy Comparisons

Triangulation is one of the tactics narcissists use to manipulate their victims into submission. In a relationship, it gets worse because you end up comparing yourself to someone else all the time. When your partner keeps making you feel you are not good enough and goes as far as introducing a third party into your relationship, this is emotional terrorism. You have to fight for their approval and attention with someone else.

Comparisons are quite unhealthy. You see yourself in a different light. You wonder what they see in other people that they cannot see in you. You remember the days when your relationship was still new and wonder how you let yourself go and became worthless. It is demeaning.

Survival Through Dissociation

Detachment is a survival technique that many victims of narcissistic abuse embrace. Other than detaching from their partner emotionally, they end up detaching from the environment around them. You go through life like a zombie, unable to feel anything. Your life is a mess, and you are unable to connect your emotions to physical sensations. They each exist independent of one another.

When facing a situation of emotional distress, dissociation becomes your way of life. This is the brain's way of filtering out the emotional impact of distress and pain,

protecting you from having to experience the full wave of terror (Torres, Vincelette, White, & Roberts, 2013)

Fear Of the Unknown

People who have experienced trauma tend to shy away from anything that might relate to it, or symptoms of the traumatic event. It might be a person, a town, a building, and so forth. As long as something reminds you of the traumatic experience, you are conditioned to avoid it altogether. The same applies to victims of narcissistic abuse.

Over time you learn to be careful about what you do and the things you say around your partner. You are happy when they are gone, but the moment they come back home, your life turns into one endless pit of darkness. Living a life where you are constantly walking on eggshells around your partner is so demoralizing.

You find yourself anxious all the time, worried that you might provoke your partner into a fit of rage. You worry about setting boundaries because your partner never seems to recognize them anyway. You want to avoid confronting your partner, and you do your best not to, but for some reason, they provoke you to get them worked up.

Unhealthy Compromises

To meet your narcissistic partner's needs, you have to compromise on your needs, emotional or otherwise. Everything about you comes second after your partner. Your physical safety also becomes less of a priority to your partner or yourself.

An individual who once lived a very happy and satisfying life ends up living purposely to satisfy the needs of their narcissistic partner. Many partners in such relationships give up their friendships, goals, hobbies, and lives to satisfy their abusive partner. Sadly, the more you give up, the more you realize your partner will never truly be happy or satisfied with your sacrifices. It gets to a point where you have nothing left to give.

Health Problems

Many victims of narcissistic abuse develop health issues along the way. A victim who has maintained a healthy lifestyle will start gaining weight suddenly, while some will lose weight. It is also possible to develop serious health problems as a result of stress because most of the time your body works too hard to balance your cortisol levels. Your immune system also suffers from trauma.

Sleep becomes a challenge for such people in a relationship because you do not feel safe sleeping even in your own house. You experience frequent nightmares and are dazed most of the time when you recall the trauma you have been through.

Self-Isolation

To make themselves the center of your world, narcissists will try to isolate you from everyone else in your circles. Some victims are made to quit their jobs and stay at

home. The problem with this kind of isolation is that it persists to a point where the victim embraces it. The abuse you experience is shameful to you, and because you do not want people to know about it, you self-isolate.

Chapter 6

SURVIVING THE NARCISSISTIC RELATIONSHIP

Living in a narcissistic relationship is not without its challenges, as with any relationship in life. It requires that you are willing to understand all of the information that you have just read in this book and apply that knowledge to find a solution. Not all of us who are in a narcissistic relationship feel like there is any reason to leave or any reason to accuse the other person of being at fault, perhaps identifying the cause of their issue, or perhaps recognizing that there are options to living with a narcissist.

Sometimes it is the best choice to evacuate as soon as possible, especially if there is a feeling or comprehension that some level of abuse might be involved. Narcissistic abuse is often very subtle and can be hard to identify. It builds up over time and feels like casual, off-hand insults at the moment, but as they accrue over time, you are looking at volumes of slights and awful words that destroy your self-esteem and self-worth to the point of denial about who you truly are as a person.

In this chapter, you will learn more about these issues so that you can find out what kind of presence or part you can continue to play in this kind of a relationship, how to

survive within it, or how it might be a better choice to find another road to travel.

Survival in the Narcissistic Relationship

There are a lot of scenarios or realities that might not allow you to leave your relationship with a narcissist. You may be a person with a grown, adult child who is narcissistic, but you cannot afford to exclude them from your life because they are your child, and you love them. Another scenario might be that your parent is a narcissist, and you want to be able to have some kind of a relationship with them, as you both grow older over the years.

In some situations, you may not be able to leave your narcissistic partner because you cannot financially afford it or because you are truly in love with them and are willing to do whatever it takes to be with them. The possibilities are endless and unique to each relationship.

What can you possibly do to successfully live with a person, who is arrogant, egotistical, entitled, and emotionally abusive? Is it possible to be with someone for the long haul who is manipulative, willing to bully you to keep you under control, withholds intimacy as a form of punishment, or has anger and emotionally exhausting outbursts? Surprisingly, the answer is yes.

Pay Attention and Study Your Partner

This may seem like an odd tip, however, being open to stepping outside of your relationship to observe your partner and ascertain their level of narcissism might help you find what you need to be more present and accepting of their issue. It can help you to emotionally detach so that you are not being emotionally abused, help you gain more information about their tactics for behaving in certain ways, and can help you reset the habits by taking a different approach to arguments and challenging situations. If you can be an outside observer of your partner so that you can analyze and organize their behavior, you might be able to regain your emotional balance and clarity about the situation.

Call Out The Problem

This one might be difficult if your partner is in a state of total denial about their issue. In many cases, a narcissist might boast about their narcissism and cite it as being a healthy quality and positive attribute of their overall personality. Once you have shown your partner how you have identified their issue, which is not likely to go well, you may be able to help them understand more clearly the moments when they are portraying their narcissistic tendencies. You might carefully state, “please be mindful, your narcissism is showing up.” Avoid sarcasm at all costs and you might have an effective way of telling your partner when they are opening up the assortment of problems. This will likely only be effective if the narcissistic partner feels safe and that they can trust you.

Understand The Cycle of Abuse

Once you understand the cycle, you can learn how to stop it from playing out.

Understand Tactics of Abuse

Narcissists tend to be creatures of habit. Once they find a tactic that works, they will use it repeatedly until it does not work anymore. Here are the seven ways a person can be abuse: verbally, mentally, physically, emotionally, spiritually, sexually, and financially. These types of abuse can be carried out in a variety of ways, some of them including the following: twisting the truth or lying, gaslighting, sexual persuasion, limiting financial access, two-way thinking, aggression, intentionally confusing you. Try to observe these tactics, without taking them personally.

Offer A Little Bit Of "Supply"

Remember what the narcissist wants the most? They want you to feed their ego and the best way to do that is by giving them the attention they are craving in the form of affection, adoration, compliments, etc. Telling them how impressive they are, or how good they are at something, goes a long way. If you would do this every day, you would be supplying the ego tank, which might alleviate other issues. It is not a manipulation tactic if you understand how NPD works.

Resetting Expectations Is Helpful

Since narcissists lack empathy, they would not reciprocate when you offer them yours. Allowing yourself to be present and loving without expecting that it will occur to the narcissist will help your reality within the partnership. Expect them to behave as they always do and adjust your expectation of what they will offer you in return for your love.

Establish Healthy Boundaries Wherever Possible

A good example of creating boundaries is not playing the games of the narcissist. They want to play a blame game, or a name-calling game that will escalate and leave you feeling unhappy. The best way to handle a narcissist is to honor your boundaries. They may not like it at first, but you will be showing them that you do not need to act as they do to be in a partnership with them. Choose your battles and step away from an unnecessary argument by establishing your boundary.

Look For the Good

A narcissist is not an intentionally bad person. They are often just unlearned in certain mental and emotional skills that prevent them from fully understanding important life

tools such as empathy, reciprocity, and unconditional love. Underneath their tactics and tools of manipulation and ego drive, there lies a human being who is wanting and desiring a life of love, just like everyone else. You might not want to make this your only survival tool, as it will only help you stay in cycles of forgiveness when they need to be owning up to their actions, but you can notice the little things, like how they really are good at grilling a steak, or that they were always exceptional at bedtime stories for the kids.

Moving forward, let us look at some other information about the narcissist that might help you resolve some situations or issues, if you want to work on fighting for your relationship, or at least understanding your narcissistic partner to help you both function a little better in your partnership roles.

The Narcissist in Relationships

A narcissist is always looking for self-esteem enhancement. They may be considered "always insecure" and that is why they are always looking for someone to boost their ego. On the outside, they appear to be extremely confident, charming, and arrogant, but under the surface lurks a lot of doubt, issues of self-worth, and a low-grade shame that they will consistently deny.

Seeking out people who will effortlessly boost their ego and make them feel exactly how they are projecting their personality into the world, is what they are after. When their need for self-esteem enhancement is not being met, they will do one of the following two things:

1. Get depressed. They can easily spiral downward into a shame-based, self-hatred that might not be easily remedied, except with tons of compliments and accolades.
2. Over maximize their ego, citing their perfection, omnipotence, and amazing qualities in a grandiose and hubristic way. This can also lead to putting others down to inflate the self.

Typically, the narcissist will choose option two, not wanting to appear weak, flawed, or less than what they have boasted about themselves. If you are in a relationship with a narcissist, then you are likely to get the brunt of their need to put someone down. An example might be if they didn't get a promotion at work, causing them to feel incapable or unworthy, they might take it out on you by calling you "stupid" or incapable in whatever you are doing.

As you have read, narcissists lack empathy and so they do not feel bad if they hurt your feelings. It is possible they would not even see or notice whatever reaction you have to their hurtful slights, and if they happen to, it is unlikely they will care much about it. They might tell you that you are being too sensitive or blame you for having any feelings at all.

To survive this reality, you will need to find a strong, emotional foothold for yourself so that your partner will not easily hurt you. Their goal is to hurt you to make themselves feel better. If you do not allow that to happen, then you resolve the pattern of abuse.

Key Facts About a Narcissist in a Relationship to Help You Survive

1. They do not accept blame, ever. They are unlikely to take responsibility for any wrong steps or misdeeds. If they did, it would wreck their self-esteem, and they do never want to do such a thing as that.
2. They are unlikely to apologize. As much as it would be humiliating to accept any blame for something, it would be just as humiliating to apologize for it. Apologies suggest that they have done something wrong, and they are never wrong. The closest they get to an apology is the repetitious gift-giving, or subtle treats, like "you can pick where we eat tonight, honey."
3. They love to pick a fight. Drama and chaos are pleasurable to a narcissist, and so it will likely result in the drama that can incur from instigating little fights every day to keep themselves feeling alive and in a position of power and superiority. You would not win a fight with a narcissist so be willing to pick your battles.
4. They will not process feelings or discoveries that come from a past argument. One of the ways that people heal, grow, and evolve together is by communicating about their feelings and processing their emotions. This can usually occur after a big fight or an argument. In a healthy relationship, you can digest the cause of your fight together and learn what created the issue so that you can grow from it and not repeat it. A narcissist will not want or need to do this and so you have to be prepared to let things go if it happens to come up again…, again…, and again. Try using "we" language, instead of "I" language when you do try to talk about your feelings as a way to resolve issues at the moment. (Ex: I know we care a lot about each other and that we both want the same things in our relationship. We can find a way to be a little nicer to each other in the future and we will work it out well.)

Chapter 7

HOW TO PROTECT YOURSELF FROM A NARCISSIST

Escaping and healing from a narcissistic relationship is one of the most challenging things that we can do. There are many things emotionally and psychologically that keep us trapped in the relationship. Some victims may fear being physically abused by the narcissist as well. Having the ability to break the trauma bond, safely escape, regain your independence and heal the trauma is essential but challenging.

Breaking the Trauma Bond

One of the biggest reasons why it is such a challenge to escape from a relationship with a narcissist is because the victim forms a trauma bond with the narcissist. Trauma bonding is a form of strong emotional attachment that an abused person forms between his or her abuser. It is perpetuated by the cycle of abuse and reinforced each time the abuse cycle is completed. While bonding in and of itself is natural and healthy under the right circumstances, bonds developed in the process of abuse are unhealthy and

traumatic to the victim. People who have grown up in abusive households are more likely to develop these bonds with multiple people because, to them, this is a “normal” bond to have.

In addition to the trauma bond itself, there is also damage that occurs within the brain when we are exposed to abuse for a long period. When you have been abused, you will likely suffer from some degree of Complex Post-Traumatic Stress Disorder (CPTSD). CPTSD is a psychological condition that is stored in various places throughout the brain, making it challenging to release and eliminate. This disorder will rewire your brain, causing you to chronically live in a state of fight or flight. While you can still resume a relatively normal life following the breaking of the relationship and abuse cycles, if CPTSD is not properly healed you will carry it with you for life. Because it will rewire your brain, you will essentially train yourself to live around the symptoms of CPTSD, which can result in you losing your quality of life and feeling like you are trapped even long after the break.

Breaking the trauma bond is an essential part of leaving your abusive relationship. It can be a challenge, but it is possible. The first step is to consciously decide that you want to live in reality and not within the falsehood of the abuse. It starts with confronting all of the denials and illusions that you have lived in, including the ones the abuser made for you and the ones you made for yourself. You must realize that this person is abusive and will never change. Of course, it is okay to grieve this as it truly does feel like a real loss. You are losing a person whom you thought you had, but you never truly did.

In addition to choosing to consciously live in reality, you need to create boundaries. There should be a no-contact boundary between you and your abuser. You do not contact them, ever. If for some reason you must keep them around, such as if you share custody of children, minimize the contact and keep it very focused on necessary topics and nothing else. Breaking your habits and changing these patterns can be a challenge, but they are necessary. It can be extremely helpful to seek external support to assist you in relieving yourself from the trauma bond, and other aspects of trauma that linger in your brain. Healing does take time and having professional support is extremely beneficial for your long-term health. Be sure always to choose a trauma-informed therapist, so they genuinely understand what you are going through and what you need.

You should also understand that breaking trauma bonds takes time. Be gentle and patient with yourself. Remember, the creation of the bond itself was not overnight. It took time to build so it will take time to unravel and eliminate as well. Stay intentional and focused but be patient with yourself and all of the challenges that you may face in the process.

Escaping Safely

The very first thing you absolutely must know before leaving a relationship with a narcissist is that they will continue to try and manipulate you. They will pressure you into believing that you are overreacting, blame you for everything that happened, and attempt to con you into believing that they genuinely miss you and that they want you back. An abuser will always make false promises of a better future to draw their victims back in. It is essential to understand that you cannot trust anything they say, ever. Anything they attempt to do is to manipulate you back into the relationship. You must try to look at the bigger picture and understand the narcissist's end goal. It may take you a few rounds of the entire abuse cycle before you finally realize.

It is also essential that you leave cold turkey and allow yourself to endure the pain that comes with it. You may feel as though you are unable to, but trust that you can. Again, seeking support from understanding loved ones and trained therapists can be incredibly helpful at this point. Instead of contacting the narcissist in a moment of weakness, contact a loved one or a professional instead.

The Extreme Importance of No Contact

To successfully escape and stay away from the narcissist, you must enforce 'No-Contact.' If you feel that you are in danger from this person, having a legally enforced law surrounding the No-Contact order may be required to ensure that you have the support of the law enforcement in this clause.

If you have any contact with the narcissist whatsoever, you are giving them easy access to manipulate you and keep you in the relationship longer. No matter what you think, this will be true. Any time you communicate with the narcissist, every single piece of communication will be designed to manipulate you and lure you back in. If you communicate with the narcissist, you are allowing your mind to justify and rationalize why it may be a good idea to go back to the narcissist. You have to realize you are in a very vulnerable and weak position at this moment. You must vanish from the narcissist and focus on your recovery. You have to refrain from contacting them for any reason whatsoever unless it is mandatory (such as if you share children with them.) And even if you do share children, you must work towards creating an understood schedule between both parties, where no communication (or very minimal) is needed.

Whenever the narcissist begins the hoover phase and starts trying to lure you back in, you must also understand that they are doing so only because they are lonely, and they want to exploit you for their own needs. There is nothing genuine here. They do not miss you, love you, or need you in their life no matter what they say. This can be extremely challenging to understand and to embrace on an emotional level, especially because of how you have been abused and lead by the narcissist. Because of the number of emotions that may arise any time you feel the need to contact them, or anytime they contact you, having a trauma-informed therapist and empathetic friends or family

members that you can turn to during these times will be extremely supportive in helping you stay away from the narcissist.

Realize that no matter how good your intentions are in leaving the relationship, you will have to fight temptation. It is very easy for your mind to replay the good times from the relationship and to convince yourself that things may be different the time you go back. Many victims will leave the relationship with no intention to go back, only to be lured back in dozens of times before hopefully realizing that things will never change. This is because you have a trauma bond, which keeps you seeing the "good" in this person and justifying your return. What you are seeing are lies and manipulation, but as a victim, it can be extremely challenging to decipher the difference. This is because it would require you to admit and endure the reality that every aspect of the relationship was a self-serving lie fed to you by the narcissist. Which, understandably, is extremely challenging for anyone to admit, let alone endure the aftermath of the admission. This aspect can lead to complex PTSD, which makes it mentally devastating for any victim to attempt to endure or leave.

Another reason why your No-Contact order is necessary is that the hoover and idealization phases are so well-refined with a narcissist, and you are already so mentally destroyed from the CPTSD and trauma bond, that there is virtually no other way to overcome this aspect than to seek professional support and break contact. As a victim, you have become addicted to the idealization phase. What leads you back and causes you to justify the rekindling of the relationship is generally the fact that you desperately want to have that deep, passionate, tailor-made love once again. It is rare to find in organic relationships, thus meaning that you have likely never experienced anything like it. It gives your mind a high with the hormones of dopamine and serotonin that physically leave you addicted to this phase. You become so addicted to it that, like anyone addicted to anything else, you easily overlook the dangerous and damaging parts of the addiction in favor of your "fix." This only further supports the narcissist's hoover phase, which ultimately leads to a relapse every single time.

When leaving the relationship with a narcissist, ensure your physical safety and maintain no contact. I cannot stress this enough. During this time, you will be extremely vulnerable to "relapse" into the addictions of the relationship, and the only way that you can completely avoid this is by quitting the relationship cold turkey and never looking back.

Chapter 8

HEALING FROM NARCISSISTIC ABUSE

Although narcissistic abuse can leave behind marks or injuries so deep that you may feel that you will never be able to truly cleanse yourself of them, you can recover from it. Of course, you can never turn back time, and therefore erasing the effect of narcissistic abuse altogether is impossible but you can get yourself back to your healthy self. You can care for yourself and help yourself heal. Even though, in the throes of abuse, you may not be able to recognize the person you see when you look in the mirror, you can get that sense of identity back. You can reclaim it and if you are willing to put in the effort, you will get it back.

It does not matter how long the relationship you were in lasted, nor does it matter how much abuse you endured, you can always hope to heal. While the healing process is not easy by any means, it is possible, and you will be able to do it. This will guide you, step by step, through the process of healing, pointing you in the right direction so you can begin to work on yourself. As you work, you will get to the point where you recognize your smile in the mirror. You will feel peace of mind for the first time in ages. You will feel happier, and maybe even love, again. No matter what the narcissist has

told you, you are capable of change and healing, and you deserve a life filled with happiness and peace. You are worthy of love. You are worthy of respect. You are worthy of loving the person you see looking back at you in the mirror.

Acknowledge Your Abuse

Healing begins with acknowledgment. If you cannot acknowledge that what the narcissist has put you through is abuse, you may not be ready for this process. By recognizing what happened as the abuse it was, you will be able to take the steps necessary to correct it and heal. You will erase any of the denials you have hidden the abuse behind for however long it occurred by naming it. Naming it to abuse releases your blame for the abuse. No one asks for their loved ones to hurt them the way the narcissist may have hurt you, nor does anyone deserve it. When you say that the narcissist abused you, you say that the narcissist made a conscious decision to inflict unwanted harm upon you, and that pushes the blame you may have internalized from yourself onto the narcissist. With that blame lifted, you will be able to begin working on yourself.

As you go through this process, do not forget that you only control yourself. You must be responsible for yourself, but you do not control how those around you react. Even if you did something as cruel as punching someone on the street, you are not in control of the other person's reaction. You did not deserve what the narcissist did to you, regardless of how minor or extreme the narcissist's manipulation may seem to you. You were an unfortunate victim, chosen because your traits made you desirable. Instead of lamenting that some of your traits made you a victim, you should celebrate the ones that attract a narcissist—empathy and compassion are fantastic for people to have. Being patient and seeking peace is an admirable way to live. These are not bad traits to have, and they do not make you a lesser person. These are traits of a good person. In this situation, the narcissist took advantage of the good person you are and use your best traits against you. Treat yourself kindly as you consider this and remember that you did not ask for it to happen.

Forgiveness and Compassion for Yourself

With the acknowledgment of the abuse, you can then move on to forgive yourself. As you established, your traits and strengths should be celebrated, not punished. Forgive yourself for blaming yourself for the abuse so you can begin to celebrate those parts of yourself. You will be able to forgive yourself for not seeing the red flags when they happened, reminding yourself that your good nature may have been to see the good in everyone but ultimately the narcissist choosing to take advantage of that is not your fault.

You can forgive yourself for not leaving the relationship sooner, reminding yourself that you tried desperately to care for the narcissist, truly loving who he was, and that love

was taken advantage of. Your good heart, your compassion, and kindness when you see someone suffering, were taken advantage of. When you recognize that, you can forgive yourself.

Remember, forgiveness does not necessarily come easy, but you deserve to forgive yourself. You did not intend for the situation to get as bad as it did, and you are trying to heal the best that you can. You did your best in the situation with what you had, and that is enough. Yes, you were in a bad situation for some time, but you *survived* . You were strong enough to cope as it happened, and you were strong enough to say you are ready to get help and begin healing just by having opened this and reading as far as you have. That deserves celebrating as you work through healing.

Remind yourself to give yourself the compassion you would show other people. If your friend came to you in this situation, telling you the story you have, how would you react? Would you be supportive? Would you be kind and understanding? Or would you look at her with a cold, hard look, and tell her that she should have tried harder to leave in the beginning? Would you have told her that the abuse was her fault and that she had been asking for it? The answer is most likely no, you would not. Treat yourself with that same compassion as well. You must forgive yourself and treat yourself kindly if you hope to move on toward healing the rest of yourself.

Grieve Properly

Even though your relationship with the narcissist took a turn toward abusive, you still likely developed real, strong feelings for her. You loved her, or rather, the idea of her that she originally presented to you when attempting the love bombing stage, when she mirrored your heart's desires. You fell in love with an idea, which quickly was obliterated by the narcissist that was left behind, staring back at you with the face of the one you loved as if your loved one had suddenly become possessed. You deserve the chance to grieve that relationship. Though the person that you loved was never a real person, she was real to you, and because of that, you should allow yourself to grieve. If not for the person you lost, then grieve for not getting the relationship you deserved when you fell in love with the narcissist.

Grief involves five stages that occur, though they may not happen linearly. Grief also comes and goes and while you may feel better one day, you might suddenly be shocked by feelings of sorrow when you realize that you are once again missing the narcissist. This is normal, and grief is one of those things that never fully goes away – you just learn to live with it.

The first stage of grief is denial. You tell yourself that the relationship does not need to end. You may try to convince yourself that what has happened in your relationship does not warrant breaking up. This is to protect yourself from the pain you will feel when it is officially over. You go through anger. At this stage, you acknowledge the truth in front

of you: The narcissist was abusive. At this point, you recognize the narcissist for who she is, and that enrages you. The thought of your abuse, or the abuser that inflicted it, is enough to send you into a fury. Third, you reach bargaining. At this stage, the anger has subsided somewhat, and you tell yourself that there are ways or reasons that the relationship could continue to work. You tell yourself that if you try a little harder, or do a little more, then the abuse would no longer happen. This would be enough to save the relationship, you tell yourself, and you try to grapple with that, even if your bargaining chip ends up being your wellbeing, such as deciding that you are willing to martyr yourself for the narcissist because you love her. You hit the stage of depression. Here, you acknowledge that the relationship is over. You see that things can never be acceptable, and that dissipates the hope you felt. Lastly, you reach acceptance. At this point, though you may not agree with what happened or that your relationship had to end, you accept the result and no longer try to fight it.

Release Negative Feelings

As a primary target for a narcissist, you are likely empathetic to some degree. As an empath, you likely have a propensity to absorb the emotions of those around you. You may have internalized some of the narcissist's negativity because of the exposure to them. You may see some of the narcissist's negative traits in you, such as realizing that you are snapping at people the same way he snapped at you or that you have been thinking about yourself in the way that the narcissist thought of himself. You might feel uncharacteristically angry at the world. No matter the negative feelings, you need to develop an outlet for them.

If left alone, you may feel as though your very self is festering within you, as though the toxicity from the narcissist still threatens to overwhelm you and turn you into someone you know you are not. The solution to this is to find a good outlet for yourself. Some people pour themselves into a creative hobby, such as drawing, writing, painting, music, dance, or any other form of creating something else. They channel their feelings into their art, allowing the negativity to flow through them and out into the world so it can no longer consume them. Others choose physical exercise as an outlet, choosing to sweat out the negativity with each rep of the weight set, or with each mile run. Others still may decide to nurture something else, such as growing and tending to a garden, bringing back those tender feelings that were once familiar to them. No matter what you choose as your healthy outlet, what is important is that you feel better after engaging in it and that you see that your general outlook and mood are improving the more you do it. Anything is acceptable here so long as it allows you to channel your negativity in a way that works for you and that you enjoy.

Find Support Networks

Support networks may be one of the most intimidating parts of healing. Support networks imply that you will be opening up to others about the abuse you endured in person, face to face with others. Some people are not comfortable with this idea but luckily, the internet has made finding groups of people like you easier than ever before.

Through the internet, you can locate both local and online support groups for the sorts of abuse you endured with your narcissistic partner. You will be able to find someone who has gone through situations that are eerily similar to your own, and in finding someone else, you may find that you no longer feel so incredibly, overwhelmingly alone in the world. You will find people who understand what you have gone through and mean it when they say they understand.

Your support group will be comprised of others who have survived narcissistic abuse. There will be people on all areas of the scale of healing, from still struggling to flee the relationship to having left and thrived after years of work. You will be able to see the progression of life after the narcissist and knowing that other people have survived and thrived may take away some of the fear and mystery of attempting to heal. You may have had doubts that you would ever feel the same but in finding a group of others who are further along in the process than you are, you will be able to acknowledge that healing is possible. You will see that some people move on to be healthy and productive and you will be able to strive for that for yourself.

You may even find purpose in helping someone else in a situation like your own in the future, realizing that you will be the one with the ability to aid others and inspire them in their journeys toward healing.

Self-Care

Self-care will be crucial for yourself as you heal. You have spent so long catering to others, namely the narcissist, and now you deserve some pampering of your own. You deserve to go the extra mile for yourself, to treat yourself and remind yourself that you truly appreciate the person that you are, recognizing that you have one life with one body and that you should appreciate what you have. Take this time to spend some extra money on some bath bombs, if that is your thing, and take a long, warm bath to soak and relax. You could even bring yourself a glass of wine to enjoy as you soak if you enjoy wine and reading. You could spend the money to get yourself a gym membership to exercise and work on your stamina. You could decide to take a cooking class and learn to make a few new dishes for yourself now that you have the time. Anything that you have ever wanted to do goes here, so long as it is constructive and helps you feel more at ease.

When you care for yourself, you should make sure you are nourishing both your body and mind. Take care of yourself the way you would take care of your child, and your body will thank you for it. Spend time every day engaging in some level of self-care,

whether it is waking up an hour before work to go on a walk at dawn or signing yourself up for a few classes in the evenings to finally learn those new skills. No matter what you choose, make sure you dedicate plenty of time to caring for yourself, as that level of self-care will eventually become your habitual default, and you will find yourself feeling far more well-rested. By caring for yourself now, you will allow yourself to heal from the narcissist's abuse and begin to flourish into who you would have been without the narcissist's influence. You will begin to feel like yourself again.

Therapy

Trauma, especially from abuse from someone you loved and trusted, can be quite damaging to a person. You may feel as though you struggle to cope at times, or that some of your insecurities that the narcissist has installed are so deeply ingrained that you will never be able to get out from underneath them. Maybe you have no clear idea of where to go with your healing and you feel like you need guidance. No matter what, whether you are coping with your abuse better or worse than average, you could benefit from seeking therapy.

Nearly every single person in this world would benefit from therapy in some form. Therapy teaches us how to better solve problems, how to cope with negativity, how to think, and sometimes just helps unpack difficult, traumatic events. What you went through with the narcissist could almost definitely be considered traumatic, and you should not hesitate to take advantage of therapy if you think it could be of use to you. With a licensed professional by your side, you will be gently, and without judgment, guided through the healing process with someone prepared to talk you through what you are going through. You will have someone who can provide real, valuable feedback to you about why you think the way you do or what causes you to act in such a way by your side, holding your hand as you work through healing. This can be invaluable, especially if your partner was particularly abusive, or if you find yourself struggling with thoughts of self-harm, suicide, or feel as though your mental health may be suffering.

If you feel like getting involved with therapy would be a good option for you, you should start by asking your primary care physician for a referral in your area, or you can search for therapists in your area on the internet. Do not be deterred because you think therapy is stigmatized—there is nothing wrong with taking care of yourself, even if doing so involves getting a professional involved. Remember, no one would think twice if you went to a doctor if you broke your ankle and struggling with your mental health should be seen no differently. You can do this if you put your mind to it, and you should never let other people make you feel like you are making the wrong choice.

Affirmations

This goes hand-in-hand with self-care but is so important that it deserves its category. Affirmations are small phrases you repeat to yourself in moments of weakness or when you feel as though you might make a bad choice that helps you ground yourself at the moment.

Chapter 9

FOUR PILLARS FOR RECOVERY FROM NARCISSISTIC ABUSE

How that you have learned about the healing process and how spiritual healing works, it is time to move onto the next aspect of healing.

Just like a house that has four walls, you are also made up of four walls. These four walls or pillars are what make you the person you are and help you in creating an identity for yourself.

The four pillars are as follows:

1. Self-esteem
2. Self-worth
3. Self-trust
4. Self-love

You must have noticed that throughout the book, these words have been used generously. These are the four pillars on which every human being stands. These pillars offer the support to live life, tackle problems that life throws at you, and experience a fulfilled life finally.

A relationship with a narcissist hurts so much and causes internal damage because a narcissist methodically attacks all four pillars. He guarantees that he leaves no stone unturned in damaging every small part of all the four components leaving no option for you other than to fall.

To help you understand this better, imagine a storm that is raging through. Have you ever seen the destruction a hurricane causes, and have you wondered how long it takes for the people and homes affected by the storm to reclaim their life back?

You are exactly like the person caught in a storm. A narcissist attacks you unannounced just like a storm when you least expect it or are least prepared. He attacks all your pillars and disturbs the foundation on which you are standing, so you fall and collapse just like those houses that sink in a storm or massive trees that get uprooted. The destruction is so much that it takes months and, in some cases, years for the pillars to rebuild.

There are some simple practices that you can do to help rebuild the pillars.

Self-Esteem

Self-esteem essentially means supporting yourself. It is how much control you have over yourself, your mind, your body, and your behaviors. Self-esteem is also about the perception you have about yourself and how you see yourself.

The opposite of self-esteem is self-sabotage or self-damage. During the process of healing, you must build your self-confidence.

You can begin by doing simple things that will tell you that you are in control of the situation. You can start by tackling basic things such as hygiene that you might be ignoring right now because of your PTSD or depression. Something as simple as having a daily routine to take a shower or to dress decently even when at home can help you regain a sense of control. These baby steps will help you tackle the more significant problems.

Self-Worth

This is about knowing your value and respecting your worth. It believes that you are worth the respect, love, and affection. The exact opposite of self-worth is shame and unworthiness.

After the abuse, the narcissist would have ensured that you feel a deep sense of shame and hate yourself. Self-worth is also about speaking up for your rights and standing up for yourself and what you believe in.

You need to focus on the courage to build self-worth. Courage does not mean trying to scale the mountains or running in the wild. Fearlessness means taking measures to change your life actively. It can be applying for another job, being able to negotiate

good pay that you deserve, using to school if you always wanted to finish school, etc. It means identifying something that you wanted to do but have never done because you believed that you were not worth it.

Self-Trust

Self-trust is about trusting yourself, your judgment. It means having faith in yourself and being confident about your decisions. It means not second-guessing every single decision and worrying about it.

When you lack self-trust, you live in constant fear and doubt. During the relationship with the narcissist, you slowly start losing self-trust without even you realize. It happens silently, and before you know it, you will be second-guessing everything. The narcissist achieves this by gaslighting and deflecting blame.

The only way to rebuild self-trust is to listen to your intuition. The gut feeling that everyone talks about is what you must pay attention to. If something does not feel right to you, then trust that instinct and let it go. Gut feeling is more tangible than some more forms of intuition. Gut feeling is never wrong, as it is your inner voice trying to guide you and protect you from danger or from something that is not right for you.

Your gut feeling and intuition stop working once you start ignoring them. It is like ignoring your best friend who has nothing but the best intentions for you. Once you start ignoring your intuition and gut, they no longer guide you, and that is when you take the wrong steps.

Get it back by listening to it. Follow whatever your gut says and see the change.

Self-Love

Finally, the fourth pillar, self-love, is about caring and nurturing yourself. It is about treating yourself well. Self-love takes a back seat during the relationship with a narcissist because the narcissist wants and demands all the love. When you are in a relationship with a narcissist, you cease to be in a relationship with yourself. You slowly stop loving yourself and go into self-denial and self-judgment mode. You judge yourself poorly and try to rationalize all the bad behavior being shown by the narcissist. When you do not love yourself, you go into a people-pleasing mode and develop a savior complex. By now, you know how dangerous the savior complex is to your health and sanity. You start believing you are ugly and stop taking care of your health.

The medicine to this lies in loving yourself back. This can be done by doing small steps such as cooking your favorite meal, eating healthy food, and eating regular meals. It could also be treating yourself at a salon or spa and just pampering yourself.

You can focus on things that you want to change about yourself and, more importantly, accept what you cannot change. Self-acceptance is a part of self-love because if you do

not allow yourself just as you are, then there is no way that another person or the world will accept you the way you are. This is because others will treat you just as well or as bad as you treat yourself. By treating yourself well, you are teaching the world how they must treat you and conveying your boundaries and wishes to them.

How Long Does It Take to Heal Completely?

This is a question that haunts most victims because it can seem like forever with no end in sight. A lot of days, you may go to bed wishing that you do not have to get up the next morning because you are afraid of how bad the day will be. You will always feel like there is no light at the end of the tunnel.

Do not drown in this hopelessness because this kind of negative thinking will quickly take you back to victim land. The journey to victim land is a free airplane ride where you will reach the deepest levels of fear, hatred, and disgust within minutes, but remember that journey to victim land means no return.

Hence, hold onto your horses. Take comfort in the reality that God has given you this fantastic opportunity to heal you, and you can start by drawing closer to him. The healing that comes from your spirit is precisely what you need for psychological abuse, just because a lot of the scars you have are not physical ones.

Countless women spend their entire lives trapped in victim land and never live a happy and fulfilled life.

The fact is that there is no timeline for healing. It is not a mathematical calculation with definite results. Do not believe in anyone who is telling you that it takes no more than a month or two to recover. Neither must you pay attention to fellow victims who claim to have healed in record time. You are not in a race with anyone, this is about the rest of your life, and healing needs to be thorough and deep to be sustainable.

This journey is a spiritual journey, and the destination is you so that it can be one month for some – it can take one year for some, and some people can take several years. Healing depends on various factors, but above all, it depends on how committed you are to the process. At times you will see no progress at all. There will also be times when from one forward stage, you will take two steps back for reasons you cannot understand yourself. Despite this, persist. Persistence works magic. Have a journal and write down everything so that when you feel demotivated, you can turn back the pages and see how far you have come.

Celebrate each milestone and make a note of it. Acknowledgment helps develop self-love and will bring you to acceptance. Again, you need to understand that you are not in competition with anyone but yourself in this, and this not a race. Healing from narcissistic abuse is not like running a sprint, but it is more like a marathon. Hence, pace yourself and keep the momentum going.

It does not matter whether it takes a few months longer, but you must heal entirely and come out of the marathon with flying colors.

CONCLUSION

Thank you for making it through to the end. The next step is to start working on your journey to escape from a relationship with someone who is a narcissist. This is going to be a process that is hard to work with. Often the narcissist was able to hold onto the target for a very long time, often for many years, and they were able to do a lot of damage in the process. It is hard to finally realize what is going on and to realize that it is time to get away and gain the results that you would like.

This guidebook has taken some time to talk about narcissism, narcissistic abuse, and how to finally gain the freedom that you would like from the narcissist. We will look at the steps that you need to take to finally even recognize that this kind of relationship is going on with you, and then how you can finally break free from the control that the narcissist has on your life. It is going to take some time, and it is going to be hard. But when you finally break free, the new life that you can create and enjoy will be so amazing!

Abuse of all kinds is cyclical. It involves a series of steps in which tensions escalate, abuse happens, there is some sort of reconciliation, and finally, the honeymoon stage in which the abuser showers the victim with love and affection, promising things will not happen again. This cycle repeats constantly, looping from stage to stage, and is almost impossible to stop without one person leaving the relationship altogether or through some serious, intensive therapy on the abuser's part. The abuser has to seriously want to change for therapy to work, and even then, therapy is not a guarantee that the abuse will stop. The ONLY definite way to end the cycle of abuse is to leave.

Abuse is not always physical, and physical abuse does not always leave a bruise. An abuser has plenty of invisible ways to abuse a victim. She could restrict funds to her victim, control communication with the outside world, threaten, manipulate, or call names. Just because there is not a physical mark does not mean that there is no harm. Oftentimes, the internal, invisible injuries that occur are far worse than anything an abuser could have inflicted physically.

Remember: NEVER attend therapy with your abuser, particularly when your abuser is a narcissist. The narcissist is likely to learn more methods to use to control you rather than learn how to better the situation. The only time in which a couple's therapy would be recommended is after the abuser and the victim have both attended intensive

individual therapy to understand what caused the situation to happen and how to prevent from that situation occurring again in the future.

When you are in a narcissistic relationship and dealing with narcissistic abuse, but you are ready to finally break free and get the results that you want, make sure to check out this guidebook to help you get started.

GASLIGHTING

A Complete Guide In Gaslighting. Recover From Manipulation, Gaslighting, And Narcissistic Abuse.

INTRODUCTION

Take a moment to imagine this situation.

You've been arguing with a friend or partner about something. This "something" could be something small or something big, but whatever the topic of conversation, the other person has made you feel, well, a little confused and manipulated. Maybe even left you doubting yourself and as though things weren't as they seemed, even if you were sure, they were. This is a form of abuse known as gaslighting.

This confusion could come to you in several different ways. Perhaps that person has made you feel emotional and played on an insecurity you have, heightening how you feel while fully knowing what they are doing and how they make you feel. Maybe you've been convinced that something happened, or you felt a certain way when something tells you deep down that this isn't the case.

This has been a reoccurring situation throughout my life. I had it with my father, an abusive man who treated my mother and me the same. I found similar things happen in some friendships, as well as romantic relationships. I've heard stories of it happening in the workplace and among grandparents. Allow me to share a straightforward example.

Let's say you're with someone and you agreed you were going to have a date night on Friday. Friday night comes around, and you get yourself ready, and suddenly they say, "Oh no, I said Saturday night. I'm busy tonight. Silly you!"

It's crucial to note that this doesn't mean that your partner is gaslighting you in this case. Perhaps they did tell you the wrong day, or you genuinely misheard them and got the days wrong. That does happen from time to time. The problems start to arise when this becomes a regular occurrence.

I'm going to cut straight to the point. Gaslighting is a form of control. You might think, why would someone bother lying about something so small like what day date night was or what their favorite takeout is? but it all comes down to one modest premise.

Control.

In a relationship, putting someone down and making them feel like they either aren't paying attention to what's being said or making them feel like they're stupid or silly because they're not able to remember things correctly is a way of putting someone down and holding the back of their foot. The person being gaslighted feels shame for not being

good enough, and this can make them want to try harder and harder, thus making the person doing the gaslighting even more in control of the situation.

Is this starting to ring any bells?

Whether you've heard of gaslighting before, been recommended this book or a similar book, or you've experienced these situations yourself, this is your first reminder that you don't have to live this way. Being manipulated by somebody in your life, which can be in any form of a personal or professional relationship, is not okay, and you don't need to put up with it.

However, I want to slow things down right now and take things back to the beginning. Throughout this book, we're going to explore everything you need to know about gaslighting, including what it is, where it comes from, how you can spot it, how you can avoid it, and most importantly, how you can get out of a gaslighting situation.

While initially focusing on gaslighting, including topics like what it is, where it comes from, and signs you can look out for, we'll also dive into toxic relationships of all kinds, how you can spot them, how to deal with them, and sharing advice on how to get out of them.

These prompts will help you guide your mind into identifying what kind of abuse you're experiencing and what you can look out for in your relationships. It then all comes together to give you the mindset and information you need to actionably deal with the abuse and provides you with suggestions on what to do next.

Nevertheless, you'll see what I mean as you start making your way through the book, but just so we're all on the same page, let's get right down to the basics.

The History of Gaslighting

Perhaps surprisingly, the term gaslighting has been around for quite some time. The idea first appeared in a stage play from 1938 known as Gas Light, a mystery thriller written by the British playwright Patrick Hamilton. There were also film adaptions produced in both 1940 and 1944.

The plot of the screenplay is relatively simple. The main husband in the play sets out to convince his wife, and others in his life, that she is insane and does so by changing, manipulating, and controlling their home and the overall environment in which they live.

Of course, the wife is not insane, so when she questions why things are slightly different, he attempts to persuade her that she is wrong, delusional, or has a poor memory. Going by the play's name, the most common way he does this is by slowly dimming their home's gaslights and then pretending there has been no change.

There's a more in-depth plotline to this that follows the idea that he killed a woman and is looking for her lost jewelry. Getting his wife assessed and placed in a mental institution will allow him to search more effortlessly and become her power of attorney.

But like the meaning of the term today, gaslighting is all about getting control over someone in a manipulative and emotionally destructive way. Imagine someone who has been subject to these kinds of practices for several years and how they will feel about themselves. Perhaps, like me, you don't need to imagine too hard.

Since the play and movies came out, clinicians and laypeople have utilized gaslighting to depict psychopathic conduct. There's no denying that acting in such a way is a cruel act of using psychological efforts to confuse and question someone's reality or rational soundness. It is a severe form of psychological mistreatment that frequently drives the victim to ask whether the memories, thoughts, or situations they've experienced are true.

As we'll describe throughout this book as the "gaslighter," the person who performs this manipulative mental strategy can take advantage of this vulnerable state of mind by providing the victim with false information to be perceived better. The gaslighter then has full control over the victim, forcing them to believe whatever narrative they want them to believe.

Gaslighting abuse affects thousands, if not hundreds of thousands of people worldwide, and it remains very close to my heart. As a mother of two kids, I have had up close and personal experiences with gaslighting. I struggled in a toxic relationship for close to ten years, an intimate relationship that I justified in my head over and over again, no matter what happened. One day I was able to open my eyes and finally saw how my relationship for what it was.

Guess who? It was my first husband, and this was my worst experience by far. The abuse was intensely psychological, as it often is, to generate suspicions in my mind to truly brainwash me. I was doggedly loyal to the marriage, as you would be when you're married to the supposed love of your life, but he was an excellent liar. In hindsight, I knew he was a compulsive liar from the beginning, but I always thought that I would be the one to change him into a better person, and I loved him, so I accepted him just the way he was. It was my lot in life to be with him, love him, and give myself to him. Ah, the innocence of love, hey?

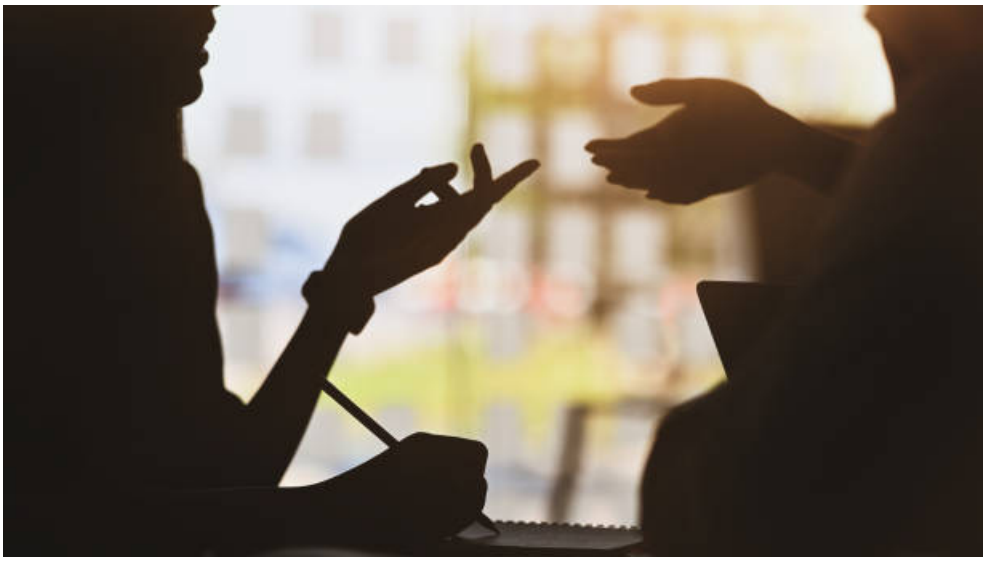
I'll share my specific experiences with you in a bit more detail, but I'll start with this and take a moment to see if it sounds familiar. My misplaced trust in my husband and my relationship caused me to question myself at every move and on every little thing. I would often apologize to him for my "craziness." I lost my self-esteem and sense of identity. I was on the verge of losing my sanity as the situations I'd find myself in had an enormous effect on my beliefs, reality, and psychology.

However, as soon as I was introduced to gaslighting and other similar forms of psychological abuse, I got educated and started to see what was happening within my relationship and how I wasn't treated right. I soon realized I had allowed myself to get conned. Eventually, I decided it was time to leave the marriage, but it took me quite a while to get back to some degree of mental and emotional equilibrium.

Gaslighting is not just a one-time event or temporary, but it continues indefinitely until the light shines on the situation. In fact, the more it occurs, the worse the effects become. It's like a snowball effect. The more it happens, the less self-esteem the victim has and the more controlling the perpetrator becomes. A hallmark of this mental and emotional abuse is concealment, and with it, gaslighting keeps flourishing.

Chapter 1

WHAT IS GASLIGHTING?



Gaslighting affects all people, and anyone can become a perpetrator of this most insidious of mental manipulations. It is about gaining power over someone else by turning their mind against them.

How we experience our reality shapes who we are, who we become, and how we see and react to the world around us. Perception is our "mind-constructed model of the world" (Fahkry, 2018). When someone alters that perception, they take the power to alter our world according to their selfish reasons. Taking that power leaves, you, the victim, powerless and unable to find your way back to who you are. With this loss of power comes doubt, a sense of insecurity that can be crippling, and the loss of your ability to live your life based upon your own choices. It is instinctual to draw closer to a powerful figure in your life–enter the narcissist or gaslighter, who seems to be your savior. Despite them being the original cause of your instability and emotional distress, you turn to the perpetrator in search of help, playing right into their motives.

Gaslighters turn the realities of their victims against them. They manipulate events, memory, emotions, and even how their victims react to their world to gain the upper hand and control how the victim sees their world. They become the puppet master of their victim's life, and the victim becomes dependent on the abuser for validation. This is the most insidious form of emotional abuse since there are no obvious signs of abuse. There is no name-calling or physical abuse, such as being beaten by your partner.

Instead, the abuse manifests as a loss of power and emotional regression, as the perpetrator of gaslighting takes over your life and becomes your world.

This is a phenomenon most often found within the bounds of relationships, though that relationship need not be romantic. Even at work, between colleagues, in our homes with siblings, and also in our social circles between friends, we have probably all been victims to gaslighting at some point in time. Chances are that you don't even know you've been manipulated. And therein lies the danger. It is a form of abuse that is difficult to admit to suffering from since even our ability to rebel has been co-opted by the abuser. Gaslighting is, in a word, dangerous.

Gaslighting Explained

We all like to feel strong. We like to feel like we are the best or better than someone else. It is an instinct, perhaps even having its roots in primitive days when the cave-human selected their mates based on notions of superiority. To be the best implies judgment. You judge your worth based on how it measures up to that of the people around you. In your work environment, you might feel confident to state that you are a good worker (or indispensable to the company) based upon how you measure up to your peers.

In my opinion, there is nothing wrong with that reasoning. But when you start consciously (or even subconsciously) undermining the other person–so that the judgment equation swings in your direction–you have started gaslighting. You are then taking power from the other person to elevate your standing or to reach an agenda. The crazy part is that the phenomenon of gaslighting has its rewards that, of course, encourage more manipulation and reality twisting. The gaslighter will notice that their efforts have given them a sense of power in that their victim has either lost their power or that their victim turns to them for instruction, thereby, stroking the gaslighter's ego (so to speak).

A gaslighter might come up to you at work and suggest that you are making too many mistakes in a task (which you may not be making). They will not do so in an argumentative way or in a way to rouse your suspicions. Instead, they will seem like your bosom buddy, who is just looking out for you. As a result, you will feel insecure and turn to this "friend" for guidance and reassurance, thereby, opening the door for further manipulation. The gaslighter's pay-off is the fact that they feel needed by you, and they enjoy pulling your strings. They watch as your world slowly begins to spiral out of control and enjoy the power that this gives them. According to Stephanie Sarkis (Gillihan, 2018), "you're both repelled and hooked [to the gaslighter] at the same time." At some level, you know that this person is not good for you and that they are controlling you to do things that are not in your best interest, but instead of running away, you are drawn to them. They win you with charisma (presenting a personality type that you like), assurance ("I am your friend, and I just want the best for you."), and guilt ("I've done so much for you, but you…").

Leaving any unhealthy relationship requires a certain amount of forward momentum to break free and find a new path forward. When living with or being subjected to a gaslighter, the victim begins to lose their forward momentum, and inertia sets in. The victim struggles to break free from the cycle of emotional abuse. Yet, they doubt that they ever will break free or even deserve to break free.

This is, of course, a worst-case scenario gaslighting. And, as with most things in life, there is a range of gaslighting offenders. From this end of the spectrum, where the manipulation is intentional, to the far end of the spectrum, where the gaslighting may be unintentional. You might, for instance, gaslight your own family (with what seems to be noble intentions). If your daughter comes up to you with an attitude about her homework that she doesn't like doing, you might tell her that she has always liked homework (because you want her to do it) and say that you don't understand how she can now, suddenly, not like doing homework. Your intentions may be noble, but the reality is that your daughter, who has never liked homework, begins to question her preferences and her evaluation of her likes and dislikes. You've just gaslighted your child, even though you may want the best for her. Your judgment of what is best for her denies her self-judgment. The severity of gaslighting can escalate from there on to include you telling your daughter that she should date a certain kind of guy, because she's always liked that type (even if she doesn't), to convincing her to study a certain degree that she's always wanted (even though she'd rather go do International Aid work).

This form of gaslighting at the lower end of the scale may not be emotionally abusive, but it still denies someone their right to self-regulation by telling them that they want option A when they want option B. It creates doubt and manipulates the victim to change who they are to suit your needs, and worst still, they believe that this is how they wanted to be in the first place. In their manipulated minds, the perpetrator of gaslighting is their friend and has just shown them the right way.

Gaslighting shares many characteristics with narcissism, but the two are not quite interchangeable.

Characteristics of a Gaslighter

The effects and characteristics of gaslighting may be hard to identify in our lives. Unlike narcissists, who almost celebrate their deviant behavior, gaslighters work in the shadows. They focus on manipulating others into becoming their puppets. It is about power and praise. They want to get their victims to give their power to them (by letting the gaslighter run their life), and as a result, the victim will usually end up praising the gaslighter, who has convinced them that they are praiseworthy. Gaslighters use certain phrases to manipulate people. Here are some of the most common phrases with which they skillfully achieve their agendas (Arabia, 2019):

Phrases Used	

by Gaslighters	What They Mean
"You need help."	These words tear down the victim and create a position of power for the gaslighter to step into as the savior. You, the victim, are the one who is in the wrong, and the abuser (gaslighter) is not at all to blame.
"You're just being paranoid, insecure, or jealous."	The gaslighter plants these feelings in you. They make you jealous, they create a sense of insecurity, and they stir up paranoia. Examples of this could be a husband who tells his wife she's being insecure about his relationship with a colleague at work when he deliberately spends time away from home. This creates a suspicion that he is having an affair, yet also denies his wife's burgeoning suspicions.
"You're too sensitive. Stop overreacting."	Your reactions or feelings don't serve the gaslighter's needs and are, therefore, not important.
"You have no sense of humor."	Gaslighters often disguise their abuse or verbal barbs as jokes. They might tease their spouse for being bad in bed, terrible at money management, and oversensitive. This becomes a kind of banter within the relationship that almost brainwashes the victim into believing these negative comments. When you speak out about it and point out that these comments are not fair or are abusive, they cover up by saying that it is just a joke, and you should not be so serious.
"Stop dwelling on the past. You need to let go. Don't flog a dead horse."	Gaslighters want their victims to forget about past abuse so that they can engage in more abuse and find new ways to manipulate them. If they have to explain their manipulations, they are not reaching their goals.
"Stop imagining things. I never said that."	In denying events, the gaslighter trivializes or messes with your memories. They make you question how you remember things that had happened. This has the effect of making you question your grasp on reality, instilling a sense of vulnerability, and shifting

	your focus onto your issue with reality rather than facing the evidence of the abuser's involvement.

Intentional gaslighting might be more severe than unintentional gaslighting, yet both are abusive in that they deny the victim's reality and ability to choose.

Gaslighters will use a whole arsenal of weapons to achieve their nefarious goals. The weapon chosen is determined by the severity of the abuse and whether it is intentional or unintentional gaslighting. To avoid getting drawn into the vortex of their drama, abuse, and manipulations, you need to be aware of these weapons and take appropriate actions to safeguard your well-being.

Chapter 2

THE GASLIGHTER

Here, we profile individuals most known for gaslighting. This form of emotional abuse is commonly associated with mental illnesses such as narcissistic personality disorder, borderline personality disorder, and antisocial personality disorder. Problematic traits and behaviors are persistent and dysfunctional. As a result, these individuals both suffer and cause pain to others, disrupting their lives and relationships.

Some people may demonstrate traits that do not meet the criteria for a mental health diagnosis. A useful term for not-quite-diagnosable individuals is almost psychopaths. Almost psychopaths can charm, manipulate, and bully with the best, but stop short of a true mental illness. Anyone can be abusive, but not everyone who abuses has a personality disorder.

Profile Of the Abuser

Gaslighting can be a symptom of several personality disorders. According to the National Institute of Mental Health, about 9% of adults meet the criteria for a personality disorder diagnosis. Though gaslighting is not a clear indication of a personality disorder—and plenty of gaslighters do not have a mental health diagnosis—

individuals with (diagnosed or not) personality disorders are very likely to practice gaslighting in many relationships. Here, we will focus on gaslighting as an extension of certain, more commonly diagnosed personality disorders.

Narcissistic Personality Disorder

A personality disorder is a collection of personality traits that persist across relationships and environments, causing pain and distress in those relationships. Individuals with a narcissistic personality disorder often express traits like an attitude of grandiosity, excessive need for admiration, lack of empathy and insight, constant need for praise, a belief that they are special and deserving of special treatment, coercive and manipulative behaviors, and a tendency to bully others to get their way.

Those with this personality disorder take advantage of others, manipulating and making use of the people around them for their benefit. Narcissists may use gaslighting to maintain their sense of superiority by keeping others in a disempowered position. Many political figures and CEOs are high in narcissistic traits. These authority figures may use gaslighting to either inflame their admirers or suppress their opposition, pursuing their agendas at the expense of others.

Borderline Personality Disorder

A borderline personality disorder is characterized by heightened emotional reactivity, intense fear of rejection, instability in interpersonal relationships, and a sense of emptiness at its core. This disorder also includes a tendency to cycle between idealizing and devaluing loved ones, pulling them closer and pushing them away.

Individuals with a borderline personality disorder will go to great lengths to avoid real or perceived abandonment, including threatening to harm themselves if their partner tries to leave. They may utilize gaslighting to make others feel responsible for the gaslighter's welfare. In this case, gaslighting is less about trying to intentionally control another person than about trying to meet the borderline person's own need to feel secure.

Other Sociopathic Disorders

Those with antisocial personality disorder and psychopathy are also likely culprits of gaslighting. Antisocial personality disorder, sometimes called sociopathy, is characterized by a disregard for or violating, the rights of others. Sociopathic individuals do not conform to social norms. They are likely to gaslight by way of lying or deception, and they may direct harmful behavior toward strangers rather than loved ones.

Although the terms are sometimes used interchangeably, sociopathic and psychopathic traits differ in intensity and targeting. Sociopathic individuals are less likely to deliberately target those closest to them, while psychopathic individuals are equally

likely to display harmful behavior to family, friends, or strangers. Psychopathic individuals are similarly unconcerned with the consequences of their actions but are incapable of empathy or remorse. They may enjoy hurting other people.

Goals Of Gaslighting

Abusers use gaslighting to control their victims, across all settings and types of relationships. Five pathological goals of gaslighters are:

Disable Discernment in the Victim

Gaslighting creates doubt and confusion for the victim. Because the victim questions their judgment and perceptions, they may find it difficult to differentiate right from wrong, healthy from unhealthy, their perspective from their abuser's perspective. Gaslighting makes victims feel like they can't trust themselves to discern the truth of a situation.

Silence the Victim

Abuse thrives in silence and secrecy. Gaslighting can be an effective tool to silence someone by making them doubt their credibility. Abusers will diminish the influence and reach of their victim's voice through lying and discrediting. They may convince the victim that no one will believe them because they (the victim) are such an unreliable witness.

Establish a Sense of Entitlement Over the Victim

Abusers manipulate victims into abandoning their reality, forcing them to accept the abuser's version. Gaslighters replace their victim's perceptions with their own by using "alternative facts." Gaslighters do not value their victim's points of view. Instead, they value feeling powerful, admired, and in control. Abusers steamroll their victims because they feel entitled to change someone else's reality rather than question their own.

Degrade and Chastise the Victim

Gaslighters may degrade and devalue victims by portraying the victim's emotional response to abuse as childish or immature. Chastising a victim for reacting to provocation implies that the fault lies with the victim, not the abuser. Abusers may also degrade their victims by downplaying the victim's successes or achievements. The gaslighter may chastise the victim for feeling pride, suggesting that if the victim worked hard enough, they would have something to show that's worth that pride.

Legitimize Their Treatment of the Victim

Gaslighting can be used to convince the victim that the perpetrator's abusive behavior is warranted. As faith in their own faculties decreases, they become more reliant on and accepting of the gaslighter's reality. And when a victim believes they deserve the treatment they receive, they become less likely to resist or challenge problematic behaviors. Additionally, the gaslighter may convince themselves that they are behaving harshly for the victim's benefit and that this treatment is justified.

Writing Exercise

Emotional abuse in the form of gaslighting is effective because it systematically breaks down the victim's confidence, autonomy, and self-efficacy. The five goals identified to place the gaslighter in more control of their victim. How have the gaslighter(s) in your life pursued these goals in your relationship? Write about your experiences with each of their five goals.

Common Phrases Used by a Gaslighter

Below are several common gaslighting phrases. If any sound familiar, place a check in the adjacent box.

"You deliberately misinterpreted what I said." This phrase casts blame on the victim for not reading the gaslighter's mind and implies the victim distorted the gaslighter's "innocent" intent.

"You know how I feel about that, and you did it anyway, so the way I've reacted is your fault." This phrase implies the victim antagonized the gaslighter, justifying their abusive behavior in response.

"That never happened." Denying a victim's memories and experiences confuses and disorients them. Gaslighters also discredit victims to others by denying events or claiming to have no memory of them.

"You sound crazy." Rejecting someone's feelings or beliefs as sounding crazy triggers self-doubt and anxiety in victims.

"You're trying to confuse me." This accusation reverses the position of the abuser and victim, putting the true victim on the defensive.

"I have no idea what you're talking about." Claiming not to understand a victim's concern suggests that their experience is so far out of the norm, it's unintelligible. The victim then questions whether they are imagining things or if their memory is skewed.

"You're remembering it wrong." This phrase implies that the victim's memories and perceptions are unreliable, calling their judgment into question.

“I am only hard on you because I love you.” This phrase is used to engender gratitude and forgiveness in victims. Abusers claim to believe in “tough love,” or “telling it like it is,” regardless of the impact on the other person.

Understanding Gaslighting Behavior

Now that you’re familiar with the signs and goals of gaslighting, you’ll be better able to avoid falling prey to it in the future. Looking back at your past and seeing the manipulation in a relationship you once thought was love can be hard. You might wonder why you couldn’t see through the manipulation at the time, and why you had to suffer so much pain before you realized what was happening. You may feel damaged, broken, or stupid for having been victimized. Be kind to yourself. Being targeted by an abusive personality is not a character flaw.

Abusers target victims based on one of two things: vulnerability and desirability. Some gaslighters look for victims who are willing to overlook poor treatment and abusive behavior. They target people who want to be perceived as agreeable and easy to be with; these individuals are less likely to call the gaslighter out and are more easily manipulated. There is such a thing as being too nice, and gaslighters will take advantage of that to manipulate victims.

Abusers may also target individuals who appear confident, successful, wealthy, or attractive. They are drawn to strong, confident people. Manipulators draw people in through a process called “love bombing”—showering potential victims with affection, praise, and pseudo-intimacy. Once victims are hooked, the gaslighting begins, and abusers begin to break down the confidence that first drew them to their target.

Profile of a Gaslightee

Are some personality types more susceptible to being gaslit than others? While abusers target victims for different reasons, many victims do have some traits in common. Many gaslightees are people-pleasers, overly concerned with being polite, agreeable, or well-liked. They are conscientious, concerned with others’ feelings, and may feel guilty saying “no.” Finally, gaslightees are likely to excuse or overlook rude and hurtful behavior to an excessive degree.

Do you fit the gaslightee profile? Take the self-test below:

Gaslightee Self-Test

Rate how true each statement is for you by circling “Often true,” “Sometimes true,” or “Rarely true.”

1. Disagreeing with someone feels like I am “starting drama.” I try to avoid these types of situations.
   □ Often true □ Sometimes true □ Rarely true

I worry that I will hurt someone's feelings if I say "no" to them. □ Often true □ Sometimes true □ Rarely true

2. I respect other people's opinions more than my own.
   □ Often true □ Sometimes true □ Rarely true
3. If I am doing well and my partner is not, I feel like my success is hurting them.
   □ Often true □ Sometimes true □ Rarely true
4. I feel like I should be more in control of my emotions.
   □ Often true □ Sometimes true □ Rarely true

If you answered "often true" to more than three questions, you may be at a higher risk of being gaslit. Remember, your voice and opinions matter, and it's okay to say "no." You have a right to be treated with respect.

Chapter 3

NARCISSISTS AND GASLIGHTING

So, we mentioned that narcissists have a hand in gaslighting, but what do they do? They are giant manipulators, and they play a significant role in changing others' reality. Here, we'll talk about how they gaslight others and why narcissists are bad news for many people.

What Is a Narcissist?

By definition, a narcissist is someone with a narcissistic personality disorder. Those who are narcissists tend to have an overly inflated sense of importance, a need for admiration and attention in their relationships, and often don't empathize with others.

Narcissists only care about themselves. They don't worry about you or the guy next to you, but instead, they're only in it for their benefit. However, they have an incredibly fragile ego that will shatter and is very vulnerable if they're hit with the smallest amount of criticism.

Narcissists are textbook manipulators, and they're not fun to deal with. This type of personality causes many issues in different life areas, and you may run into one of these types without even realizing it. Typically, though, those who have narcissistic

personality disorder are unhappy in a general sense if they're not given the admiration they want. They may find all of their relationships unfulfilling, and others may not like being around these types of people.

So how does a narcissist come into your life? Well, those that suffer from this love latch onto those that will excite them up, making them feel like they're special or unique, and in turn, enhance their self-esteem as a result. They may desire an immense amount of admiration and attention and have difficulty taking criticism in the slightest. They often see all criticism as defeat.

They are incredibly envious of your accomplishments, to the point where they will want to undermine them. However, they can. This can be anything from snarky achievements regarding your success to underhanded comparing of others.

Narcissists love to use gaslighting too, but we'll get to that in a bit. For now, let's talk about how they will undermine you. If you do something great, they'll try to belittle it, saying that it's not worth it, and you need to do better. Sometimes, if the narcissist is a parent, they'll compare you to your sibling or someone else in the family. They often will try to belittle anything you do, turning you into a mess in response.

It's not good, and narcissists in general only care about themselves. Of course, many times, only a tiny fraction of people are actual narcissists. Still, in general, there are more male narcissists than female narcissists, and you often will run into them when you're dealing with bosses, coworkers, or even people you may be friends with or date.

But how can these people use gaslighting? Well, they do so in a very crafty manner.

Narcissism and Gaslighting

Narcissists love to use gaslighting. It's their favorite, most preferred tool of gaslighting. Why is that? Well, it's because it's the perfect way to make you think you're crazy, to undermine what you think is right wholly, and to tell you that your way of thinking is wrong basically.

Remember, gaslighting is a very sneaky way of making you feel like your reality is so distorted to the point where the person will question their sanity or even their memory. Their goal is to make it so that they're right, you're wrong, and that's all they want from this.

The goal is to make you think you're crazy, which we'll get to in a bit. There are other tools narcissists will use, but gaslighting is their bread and butter.

"Oh, I never said that."

"Oh, you remember it wrong. You should get yourself checked out."

If you've ever heard those two things before from someone, you're dealing with a Grade A Narcissist.

Narcissists use gaslighting because it's how they love to hide the abuse they're inflicting upon you. In essence, gaslighting is lying straight to your face, with one singular goal in mind, to be the ones in control, the center of attention, and you're nothing.

Every time a narcissist gaslight you, they're wholly ruining what sense of reality you have, making you realize that it's nothing, and they're everything.

They want to break you down slowly but surely. Memory is one of the easiest ways to do this. Why is that? Well, it's because they know that if you can't remember things right, you're not going to be able to trust yourself, distorting your perception and reality that comes with this.

Making People Do What the Narcissist Wants

This is done because most of the time, when you start to discount how a narcissist acts, they will immediately gaslight you, saying that it didn't happen this way.

You notice your narcissist abuser is acting gross and mean, and you see that, for example, they're flirting with other girls. They totally are, and you call them out on it, but they will immediately say that isn't the case, tell you that you're crazy, that you're making stuff up, and tell you whatever you saw was wrong.

Deep down, you know what the truth is. That the actions you saw were valid, but over time, this person will continuously tell you that you're crazy and didn't hear or say what was said.

You start to doubt your reality, and you begin to wonder if you remembered everything right. Perhaps you didn't catch the other person flirting with girls. You start to go silent on it. When in reality, your narcissist was doing that, didn't come clean, and now this person is seeing girls, and every time you call them out on that, and their trust and validity, basically tells you that you're insane, and you're wrong.

You stop fighting the narcissist after a while. You notice that every time you fight them, there is no end to it, and the fact that you're constantly told that you're crazy every time you do isn't a good thing for you either. So, what do you do from here?

The answer is most people tend to give in to their abusers.

Instead of doing what they feel is right, calling out the abuser, and recognizing the toxic traits, you start to do what the abuser wants. Whenever your gaslight, you start to feel like you're wrong and that the narcissist is right. You're pretty much duped into believing that the narcissist is the right person, and you're wrong, making your reality practically nothing.

If you let this continue, you're feeding the supply of narcissism that the other person craves. You may start to perceive things wrong, and often, it gets to the point where you swore it was that way, but maybe your stuff is gone because the narcissist hides it, and

then they claim that you're irresponsible and not worthy of trust. They will then tell you that you're wrong and crazy, and they'll start to make others think that you're crazy.

They will even pit others against you to isolate others. Often, they'll try to put you against others, so you drop them, and the only person in your life is the narcissist. They'll make up lies, and you can't trust anyone but the person who is gaslighting you.

When in reality, the one who is gaslighting you is the last person you should trust!

Deceivers don't realize just how harmful they are, or maybe they do. They will start to make you question even the most random of strangers. You might begin to brush off someone's actions as being harmless, but the gaslighted will call it flirting, and soon, you start to attack anyone who comes at you.

Have you ever seen this? Maybe you've experienced it. You will hear about how someone was looking at you the wrong way, you start to grow weary and angry with the other person, and over time, those relationships break down since you think they can't be trusted. When in reality, it's the narcissist who can't be trusted because they're the one putting you in this direction.

A narcissist will hurt everyone in your life literally, pit you against the friends and family you have so that you're distracted from what the narcissist is doing, which is feeding you harmful lies.

It's a messy situation and not something that most of us want to deal with.

So yes, a narcissist will use gaslighting. It's the prime tool of narcissists because they know that they can bend others to the will that they have, making it very easy to manipulate them, and that's why many narcissists will smile at you with a warm, fake smile and then stab you in the back whenever you turn around or put your family and friends against you, so the only person you can rely on, is the narcissist themselves.

Chapter 4

EFFECTS OF GASLIGHTING

Gaslighting is a crazy-making effect that can lead to exploitation, which is sometimes hard to see. The intention of the person using gaslighting is to, in a subtle and organized way, crumble the self-confidence of the victim so that they are not able to act independently. In the end, the victim becomes a robot who only obeys the order of the manipulator.

The emotional damage caused by gaslighting can be enormous on the victim. When a person is exposed to gaslighting for too long, they lose their sense of self-identity, and they start to distrust their judgment and second-guess themselves.

Gaslighting may lead a victim to develop emotional and mental concerns. Self-doubting and confusion can add to anxiety, and this anxiety can lead to depression, post-traumatic stress, and codependency.

The effects of gaslighting can be detrimental to the victim; these effects don’t come all at once; they come in three stages: disbelief, defense, and depression. Before we go into these stages, let's take a look at the harmful effects gaslighting has on victims.

Confusion

Gaslighting works when the victim is unaware of it, and the constant use of gaslighting tactics by the narcissist makes the victim gradually bend to their will. Over time, doubts creep into the mind of the victims, and with more gaslighting going on, the victim is confused by what is going on. Though they know something is going wrong, they can't pinpoint exactly what it is.

It is a never-ending cycle for the victims as long as they are in close relation with the narcissist. Confusion results from the narcissist's exploitation of the victim's vulnerabilities. Narcissists keep their victims always second-guessing what they throw at them as they are always alternating between acts of cruelty and acts of kindness.

The narcissists break down victims' piece-by-piece so that they become more and more unstable, and eventually, victims come to rely on them for comfort and guidance as confusion takes its toll on victims mentally and physically.

Confusion in the victims eventually leads to isolation, as the victims are too confused as to how the whole situation came to be in the first place.

Loss Of Confidence

When a person falls victim to a gaslighting narcissist, their confidence starts to erode, and as they may find themselves second-guessing things, the victim develops a heightened sense of self-doubt. Every decision will now be backed with an internal question, "What if I…?"

The victims start to live in fear of doing the wrong things as they are now sensitive to the constant projection, blame, lies, and humiliation of the narcissist. As a result of looking up to the narcissist for approval before acting, they ask themselves, "Am I too sensitive….?' And because they act with fear, they often end up making mistakes in their activities.

As time progresses, the victim will start showing signs of low confidence; they would find it hard to offer a simple thank you when they are complimented. This happens because of the unconscious emotional damage caused by gaslighting: a victim will reject a positive view of themselves because they have unconsciously accepted the fact that they are unworthy of the narcissist.

A victim will find it hard to hold eye contact with others because they are afraid others will see right through them and notice their flaws. The narcissists have successfully projected a part of themselves onto the victim.

Loss of confidence also makes victims always apologize as they are never doing anything right in the eyes of the narcissist, and to prevent further name-calling and humiliation; they apologize even for the words they say.

Indecision

A typical result of gaslighting is questioning everything, as the victim doesn't know what's real and what's imagined. This, in turn, means the victim finds it challenging to make the most straightforward choices because they now find it impossible to know what is "right" from "wrong."

Victims of gaslighting not only have trouble making big decisions, but simple choices such as brushing their teeth are now also hard to make, as they have been caught up in the narcissist's web of illusion, and they are bonded to the narcissist.

This kind of bond to the narcissist is formed out of the fear that the victim will lose their sense of self. One part of the victim will try to align itself to the needs and choices of the narcissist, while another will try to align itself with the victim's preferences.

Moreover, the narcissist projects their fear of taking responsibility, and the need for perfection onto the victim, so the fear of taking responsibility makes it hard to make decisions.

Gradually, victims begin to lose their power to make decisions until they are unable to decide anything for themselves. Now they have to rely on the narcissist for guidance and ask the narcissist for permission to do things.

Distrust

As a result of the same victims of gaslighting feel, they try to cover up the fact that mental manipulation is going on in their lives, and when their family and best friends start to notice the changes in them, they deny the subject and cover-up, or they may avoid the issue.

Gaslighting victims start to withhold information from people who mean well because they live in fear of what will happen if they were ever found out by the narcissist. They begin to withdraw from society, and they start to distrust other people.

The victims of gaslighting not only have trouble trusting family and friends, but they also increasingly feel they can't trust themselves either.

Distrust causes victims not only an inability to form new friendships and relationships but also to withdraw themselves into isolation from friends and family.

This particular effect of gaslighting continues to take place even after the victim has successfully eliminated the narcissist from their lives, as when they make new friends, they find it difficult to trust and will always be hypervigilant about relationships.

Melancholy

Gaslighting practiced on the victim over time will take away the happiness and joy of the victims. Narcissists leave their victims afraid, confused, lonely, and unhappy through mental manipulation and emotional abuse.

The victims have the feeling that they used to be a different person, one who was confident and carefree. What the victims don't realize is that anyone who lives under the constant oppression of the gaslighting narcissist can have character change.

This vile act compounds over time to cause a significant personality change in the victims: victims who used to be calm, fun-loving, and the best of themselves are now depressed as a result of the mental abuse.

Gaslighting causes depression in victims after a while, as the constant letting down, blame-shifting, dissonance, and mental manipulation take their toll on them.

The effects of gaslighting don't come all at once in victims; these effects occur in stages, and victims will go through three steps when they suffer in the hands of a gaslighting narcissist: disbelief, defense, and depression. When depression sets in, the victim discards their reality, and the narcissist wins.

Stage One: Disbelief

Disbelief is the first reaction of the victim towards gaslighting behavior. They can't figure out what is happening and why the narcissist suddenly changes their attitude towards them. Of course, the narcissists want this because, along the way, they know the victim will submit to their wishes, and they will control the victim's reality.

At first, the narcissist presented a different version of themselves to the victim. In the eyes of the victim, a narcissist is a person full of love, and they will find it hard to believe that a person that has once shown love to them is now something else.

This first stage is a state of total unawareness on the part of the victim. The victim is not aware of the gaslighting that is employed by the narcissist. All that they see is that the narcissist who once supported them and shown love to them is now very critical of them, and any attempt to talk about the reason for the change of attitude is blocked or diverted into something not relevant to the reason why their attitude changed or in worse cases the attempt to talk is met with silence.

At this stage, love-bombing stops, and nitpicking starts: the victims are shocked about the narcissist's radical change of behavior. One minute, the narcissist was the perfect person, and now the narcissist is a shadow of their former selves.

The victim will still try to make sense of everything at this stage and might attribute the sudden change of behavior to another event in the life of the narcissist.

After a while, the narcissist might seem to be healthy and okay again in the eyes of the victim, but this is just temporary as the narcissists will come back powerfully with more force, and their bad behavior will now become a never-ending cycle.

This is also the stage where the narcissist starts to create confusion in the victim's mind with their actions and words. Later on, at this stage, the victim begins to become dependent on the narcissist for a sense of reality.

Stage Two: Defense

At this stage, the victim still has a grip on the part of themselves to fight and defend themselves against the gaslighting manipulation. The narcissist at this point is gaslighting with covert threats, triangulation, and name-calling.

The narcissist is trying hard to make the victim think they are insane at this point, but a part of the victim is working hard to believe this while another part has accepted the fact that the victim is crazy.

This is the stage where the tactics of gaslighting are beginning to work, but the victim still has control over a little part of their mind. At this stage, gaslighting has worn out a part of the victim's mind; the victim begins to mentally weaken and starts to give in.

In any case, the narcissist's gaslighting is starting to do what it is expected to do, that is, to startle the victim by creating self-doubt and guilt in them. This emotional harm causes the victim, after some time, to lose their sense of the real world and their sense of self. They become lost and incapable of trusting in their memory. The victim may start to feel shame, and after a while, the victim will feel they are in great danger.

Psychologists believe that nature has built-in coping mechanisms from birth for when we feel we are about to be destroyed.

One of these coping mechanisms is explained as “Stockholm Syndrome,” where the victim adapts to the traumatic situation by unconsciously reverting to childhood patterns of behavior and bonds with their abuser as they did with their mother in their childhood when they feel threatened.

Another coping mechanism is “Cognitive Dissonance,” where the victim seeks to rationalize the narcissist’s behavior.

To defend themselves, victims do two things to cope with the gaslighting:

They rationalize the behavior of the abusive narcissist, and as such, they fall into a state of cognitive dissonance. This is a state of discomfort that occurs when a person holds contradictory ideas or beliefs in their minds at the same time.

They revert to childhood behaviors as a defense against the narcissist’s gaslighting. By going into this regressive mode, they begin to bond with the narcissist as they did with their mothers when they were babies. This is done unconsciously out of fear of the narcissist.

Stage Three: Depression

At this stage, gaslighting has taken its full effect, and the victim has now become a shadow of their former selves. They begin to think they can't make decisions anymore; they can't deal with reality any longer, and they withdraw into depression.

By this stage, the victim can barely recognize themselves, and they are rapidly turning into a shadow of their former selves, living inside a war region where they are controlled physically and battered emotionally. The victim starts to avoid people, places, or thoughts and develops a lack of interest in activities that give them happiness and joy. They also begin to relive past experiences.

At this point, they begin to have difficulty concentrating on their tasks, and they feel hopeless.

They start to feel that they can't do anything right anymore, they don't think that they can trust their mind, and they escape into depression.

Chapter 5

GASLIGHTING IN RELATIONSHIP

I think most people expect or experience true narcissism from a romantic partner, but this unhealthy relationship can develop between any two people. Once two people establish a power dynamic, one of them can exploit their relationship.

Perhaps you watched a friend couple up with someone so bad that they made you roll your eyes and wonder how much longer you'd have to put up with the jerk. You may have fallen into a bad relationship yourself and seen the sighs of relief once you left. People outside of an unhealthy relationship will find it easy to point fingers at someone else's pain, yet we all fall victim to the same tactics, particularly when they can sneak up from behind us. Do you know when to be on the defensive with a boss or one of your parents? What about a friend who seems to always get their way, even when all they want is to make a scene? Can our siblings exploit our love too?

We need to know what a narcissistic gaslighting element looks like in all relationships so we can call them what they are: toxic. Once we see the truth behind a difficult relationship, we can find ways to separate ourselves from the person causing damage in our lives.

I want to explore some of these unique relationships in our lives that can change how we live and love. It's my goal to get everyone speaking openly about these situations, so we won't laugh at or shrug off someone who's in pain. Instead, we can speak to them as informed friends or family members and help them see the truth.

A Parent or Caregiver

Most people I know had parents who hoped to see their children leave home eventually. These kids grew up to further their studies, start businesses, fall in love, and build their own lives.

We assume that most parents want their kids to grow into healthy, functioning adults. We hope the same for anyone in a foster home or living with relatives who took the place of Mom and Dad. Parenting isn't easy; we all know it can become abusive or dangerous, but it's harder to see the gaslighting that a parent gives a child.

When gaslighting comes from a mother, father, or caregiver, it focuses on making the victim feel inadequate, but in more basic ways than a romantic partner might. Children's lives have less nuance than adults, so the abuse follows suit.

My mother liked to nitpick my tidiness, yelling "You call this a clean room?" It didn't matter how many hours I consumed organizing, scrubbing, or making my bed—none of it ever met her standards. My A's in school also missed the mark, as school was, "dumbed down to make idiots feel smart."

Unrealistic chores and academic expectations are easy ways for a parent to shoot down their children. As a kid, I had no defense. Surely my mom distinguished what she was talking about—she'd already graduated from college after all. Her room stayed neat as a pin. Who was I to question her?

It's that dynamic gaslighting that a narcissistic parent depends on to keep the abuse alive. These parents make themselves the hero in their child's story—as in, I'm here to tell you the truth and show you what the world is really like.

Children don't question adults. Mom and dad are physically bigger, older, and supposedly smarter. The fact that a child has no bruises or marks to prove the abuse makes it much more difficult for others to spot the damage, and a child is unlikely to report these cutting remarks. They likely don't even realize they're being abused. To a kid, the treatment becomes normal quickly, and they assume everyone else's mom and dad act the same way.

This acceptance builds over the years with several tactics. Narcissist parents make sure their child has no oasis to turn to by invading their social life. My mother often read my AIM notes from friends out loud in ridiculous voices, hoping to make my friends' words sound idiotic. It worked, unfortunately. I stopped logging on and kept to myself, giving her the chance to point out that she had an unpopular son.

One day in the third grade, I made the mistake of inviting a friend over. I say mistake because my mother put on a show as I'd never seen before. She came out with a plate of cookies, joined us in our video game, and pelted my friend with questions about his mom. Before I knew it, my friend was running for the door, uncomfortable with my "weird mom" who seemed to think he had come to visit her.

"We'll go to your house next time," I assured him. But I didn't see much of him after that day. Of course, my mother let me know how it was me who didn't know how to host a visitor.

"You could learn a lot from me," she stated, arms crossed as she looked down at me. Exhausted, I agreed.

I can remember myself wondering if my mom might apologize once she realized my friend didn't want to see me anymore. But a narcissist never says they're sorry, and certainly not to a child. I hoped that she might say it in private where no one else could hear, and I would promise never to repeat her heartfelt apology. Even then, I understood that for my mom, it felt impossible to admit a mistake.

As an adult, I met lots of people who grew up in a home similar to mine. One or both of their parents denied them friendships, made them feel idiotic, or intruded in their personal space.

Children

The parent gaslighter makes me sad because our parents should be our lighthouse in a dark, confusing world. Rather than helping us navigate school, first loves, or new jobs, a narcissist parent only sees their progeny floating further away from home and finding autonomy. To a self-centered mother or father, that's a terrifying prospect.

Unfortunately, the problem can also flow the other way. As parents age and come to rely on their children for support, some sons and daughters take advantage of their parents' needs. I got lucky enough to meet Marcia, a lawyer who specializes in the rights of the elderly. She takes on cases about elder abuse, which often include the victim's children, the church, or those charged with keeping them safe.

"It's heartbreaking," she told me. "The true narcissists do everything they can to make their parents look demented or incapable. It doesn't matter if the mother or father in question is lucid, healthy, and fully capable. Their kids work tirelessly to convince anyone who will listen that they can't drive, can't be left alone, or are slowly losing their marbles.

"I had one case of a son who constantly hid things from his mother, then shook his head at her as if she were a ridiculous child when she couldn't find anything. One day, she even caught him stowing her wallet in an odd spot, but when she tried to confront him, he threatened to put her in a home. She got so scared that she ended up apologizing to him, even though he was guilty.

“Another woman took her kids to court because they tried to make a big show of how incapable she’d become at their church. The church had a program to help take care of older parishioners, but only those who couldn’t clean or cook for themselves anymore. Her kids seemed to think that if she was a recipient of the charity, then it might be easier to take over her estate before she passed.

“Of course, there are endless cases of people who start to abuse their parents physically to control their bank accounts, get them out of their houses, keep them dependent, and sometimes all three. It’s shocking. The same people who owe these folks everything turn on them seemingly overnight, though it’s clear to me that they’ve had narcissistic tendencies for years.”

Ray talked to me about his kids, two boys, who changed before his eyes. They went from two loving young men to conniving, middle-aged villains. “I’ll never get over it. I thought I had the best family on earth. I searched my memories for proof that the seeds of their behavior were buried somewhere, but honestly, I can’t think of what made them do this.

“First, they started coming over all the time and asked about my bills often. ‘You’re paying your electricity, Dad? Your gas?’ I told them yes, the bank automated it all for me. Why did they care? Neither of them lived in my house. A couple of times, I had to shoo them out just to get some peace.

“After their billing tactic didn’t work out, they started telling me about all kinds of banking fraud. They told me story after story about people who called elderly residents and tricked them into sending money to people on pretenses. I told them that I’d educated myself and the community center had a special course about fraud prevention. But they insisted I be very careful.

“One day, as I sat home alone, the phone rang. It was someone claiming they were calling from the bank and that they needed my account information. My money had been compromised. Now, I know better than to give personal information over the phone. So, I did what I learned in my class—I hung up and immediately called the number back. That’s a good trick, by the way.

“I called back, and to my shock, someone answered. It was my son! I gave him an earful. I honestly thought he was scamming people like me and called me by accident. Maybe he had one of those auto-dialing doodads. He hung up on me, and I got so mad that I shook in my chair. I had to take a long walk to calm down.

“The next day, he walked in the house with his brother, a big smile on his face. I got up close to him, my finger in his face, and said, ‘You have anything to say to me?’

“He shrugged and played dumb. ‘Gosh, Dad, what’s up? Did something happen?’

“I got so mad and torn up inside that I started to cry. That little liar had the nerve to put his arms around me like he felt sorry for me. I pushed him away, and he made this big

show of falling, but even his brother didn't buy it.

"I tried to talk to my oldest about the phone incident, but he seemed doubtful. He kind of gave me this appearance and said, 'Are you sure, Dad? You're not confused about anything?' Oh, that did it. I told both of them to stay away from me. Then, I called my bank and let them know that I believed my kids were attempting to steal from me. I didn't know exactly how, but I wanted some kind of protection on my account.

"The woman at the bank commented, something about how they'd come to see her and asked what to do if they needed to take over my accounts. That broke my heart. I'd held out hope that it was only my younger son trying to scam me, but both? I felt everything fall around me.

"I haven't spoken to them in months, and I don't have any intention to make up with them either. It's a terrible thing to suspect your children. What if I get Alzheimer's? What if I fall? I can only imagine how happy they would be. It's horrible. It kills you."

It's hard to imagine a parent so horribly abused by their children, but it happens more often than you might think. The National Care Planning Council estimates that one in ten seniors are abused at home, and about 90 percent of those cases go unreported. Older family members are often certain that if they complain about their families, they'll lose access to transportation or their finances.

In the cases of those living with narcissists, they're probably right.

Chapter 6

SIGNS OF GASLIGHTING

So, what are some symptoms of gaslighting that you can either see, experience, or what you need to be careful about? Here, we'll highlight the symptoms of gaslighting that you need to be careful about.

Blatant Lies

This is one that you should always be careful of. Lies are something the person who is gaslighting you loves to tell. After all, they know that they are blatant lies. Why are they so blatant though? Well, essentially this is setting the bar on which they're going to work. For example, if you start to hear lies from them, maybe you'll start to give in. you will start to wonder if anything they do say is true. You know it's a lie, but every time you try to refute it, they simply just completely ignore what you say, or turn the blame on you.

It oftentimes also comes with denial. They will deny everything that's done until the day that they die, even if they know that you have proof. They will oftentimes act like they would do something, and they do it, but then when you catch them, they completely deny

it. Even if you have proof, they'll say that you're making it up, you're crazy, and you're lying.

But are you lying?

Nope.

But they will fight you tooth and nail until you give up. The goal that they have in hand is to make sure that they are the ones in charge, and the goal of this is complete control, so your reality is completely tarnished so that you'll accept everything that's said from their lips. Even if it isn't true.

They'll Use What You Love as Ammo

This is seen a lot of times when you're dealing with a gaslighted who a parent to a kid is. They love to use the kids as ammo. They may do this with other things too. If you love your pets, they use that as ammo. If you have a family who matters a lot, they'll make sure to know how important it is to you, and it's one of the first things they'll choose to attack.

If you have a family, maybe they'll say that you shouldn't be so close to your family, or that your family takes pity on you. When it comes to kids, they'll outright say how you're not worthy of having them, and they will say that you shouldn't have them.

They want to attack you below the belt. They will go after the negative traits that you have and tell you that you suck, that you do everything wrong, and that you're worthless.

Why do they do this? Chances are, they want to knock you down a peg or two to the point where you accept everything ate abuser is saying as reality. You will start to wonder if you are because they will target all of your sensitive points, even if you don't think they will.

You Feel Worn Down Talking to them

If you feel this way when talking to people, chances are you might be getting gaslit. This is why gaslighting is so insidious because they know that it will wear you down over time.

The comments will be snide, they'll say things here and there, all of it will be insidious, but the goal is to slowly chip away your fortitude, to break you down.

And what's sad is, it works.

Even those who have the strength, power, and ability, and are even self-aware of their actions and feelings can be sucked into this trap, which is why it's so scary. It's kind of like that analogy of a frog in a frying pan.

Have you ever heard of that one? The analogy is that frogs are put into a frying pan, but the heat within it is very slowly increased, to the point where the frog won't notice until

it’s cooked to a crisp—when it’s too late.

You often won’t even know you’re being abused in this fashion until it’s too late, which is the scariest part of gaslighting, and it’s a reason why many abusers will continue to do this for years down the line.

Actions And Words Don’t Match Up

Recall the phrase actions speak louder than words? Well, when dealing with someone who loves to gaslight, you need to pay attention to their actions, rather than their words.

They will do things that oftentimes will be in complete opposition to what they say.

“Oh, I would never talk to her and hurt you, dear”—Goes off and is seen with other girls.

“I do love you, dear”—Will completely belittle your life

“I do care about you and want you to live your own life”—Will take away their daughter’s clothing and other aspects of their style.

Usually, this is seen mostly with abusive boyfriends, or abusive parents, where they will say one thing and then do another thing, and they oftentimes will end up continuously making it so that they are not doing what they should be doing.

Of course, the goal here is to confuse you and make you wonder if there is a true self of this person, and if they are who they say they are.

Throws Positivity to Confuse You

This is something a lot of people will not realize will happen. They will throw positivity occasionally to confuse you. They’ll be nothing but complete assholes to you, always making it so that you’re nothing, putting you down and making you feel bad, will tell outright lies and say that you’re crazy but now and then, they’ll throw a little sprinkle of positive reinforcement, to try to confuse you.

They will cut you down, and tell you that you’re worthless, but then will randomly praise you for the actions that you do.

Why would they do that? Wouldn’t it be better if you were just put down? Nope, because the goal here is to confuse you, and make you feel uneasy.

They want you to think that the abuser “isn't so bad, right?” and you start to let the abuser get away with things because they’re nice to you every once in a while. They will oftentimes try to make you question your reality, and it works. You oftentimes will look at what you were given praise for, and you can usually trace it back to it benefitting the gaslighted.

This is especially true in narcissistic gaslighting relationships. You have a narcissistic mother, you’re constantly belittled, torn down, and oftentimes are made to be nothing.

But occasionally, there is that small inkling of "hey, you're not shit" that they give to you. This is only because you did something that they were happy about or something that benefitted them. They oftentimes will also try to put in a little bit of their own little two cents into it too, saying that it was them who helped out, and that's the reason why you were so successful.

You're Confused and Weak

Confusion is the name of the game. Why is that? Well, confusion is how you weaken a person.

They know that stability is what people want. They want the status quo, the normalcy that goes along with this. However, they want to completely unroot that and make you question everything and anything that happens. And of course, we have a natural tendency to look at the entity that will help you feel more stable and view them as someone that they should turn to when things get rough.

Who's the person that they turn to though? You guessed it, the one who is gaslighting them.

They want to make it so that you're confused, you have nowhere else to go, and the only solution is your gaslighted. They don't' want you to feel stable and secure, and they'll do everything possible to make sure that you're not.

Projection, Projection!

Projection is the bread and butter of these types. We'll go a little bit more into this later on, but they do experience the cognitive dissonance and projection that most other abusive and bad people feel.

They will claim that you're cheating, that you're stealing items, and oftentimes, they will claim that you're doing something.

When you start to get accused, you'll find yourself, and as you try to defend yourself, it becomes about you. Sometimes, they'll even try to confuse you and say that you're the one who is doing everything, creating a guilt complex within you.

But who is the real cheater here? Who is the real abuser?

You guessed it, the gaslighted.

They will immediately start to blame you with the full intent of taking the blame and pinning it somewhere else. They are the ones cheating. But every time you talk to them about it or confront them, it immediately will be turned back to you, one for one.

Others Are Against You

Don’t think that they are just going for you at this point and only want to squash you. No, they are amazing at manipulating those that they know will be near them no matter what, and they’ll use them against you.

For example, if a narcissistic mother is gaslighting you, chances are, she’s got the “golden child” that can do no wrong, that is perfect, that she can use immediately manipulate and use against you. They will make comments like that the other person knows that you’re incorrect, or they will say that you’re worthless and you aren’t to be trusted. However, they might have not even told others about you, or maybe that other person has never said that, but of course, they are lying and will continually lie.

Gaslighters love to use this tactic to make it so that you don’t know who friend or foe is, and who you can rely on. The goal is of course for you to realize that there is nobody and that you need to be with the gaslighted.

And of course, that gives them exactly what they want, and more control as well. They want you to go back to the gaslighted, and you’ll realize that with this as well, there is a lot that happens as a result of this, where you may feel like your family hates you.

Sometimes, narcissistic mothers or stepparents will turn one side of the family and will say that this person hates you and never wants to see you. But that isn't the case. When you reconnect with them, they might tell you that was never the case, and they were wrong.

And of course, you can thank your gaslighted for that.

You Feel Crazy

They may tell you straight that you’re crazy, or they may tell other people that you’re crazy.

This is one of their primary tools because done in an incredibly dismissive manner. They will sometimes in a matter-of-fact manner say that this person is crazy, that they shouldn’t be trusted, that you shouldn’t listen to them. The gaslighted as they utter this know that you’re going to not question it.

Of course, if the other person questions it and asks you, they won’t believe you, since they know that when you say that the gaslighted is abusive, it’s out of your control, and it’s a really good technique.

Is Envious and Thinks Everyone Is Lying

If you notice that the other person is saying that they’re jealous of the gaslighted, or maybe they say that everyone else is a liar, then it’s high time you got out of there and realized what you’re dealing with.

The concept behind doing this is such: once you tell the one who is being abused that everyone else is a liar, guess what it does again? It makes you question your reality, of

course! You oftentimes will never know someone that has the courage (or recklessness) to do this sort of thing, and obviously, you're gaslighted so it has to be true right? Well, it's not. They will say that everyone is lying, that everyone else has it wrong, and the gaslighted is the only one with the right information.

Chapter 7

PHRASES USE BY NARCISSIST IN GASLIGHTING

When a narcissist is trying to use the gaslighting technique on you, there are a variety of different things that they may say. Getting to know the different types of phrases that they may use can help you understand what is going on right in front of your eyes. Knowledge is power, especially when dealing with a gaslighting narcissist.

Many of these phrases may strike close to home if you have or are in a relationship with a narcissist. Know that you are not alone and that you can heal from the abuse that you have undergone or may continue to take. Realizing that there are specific phrases that narcissists use can empower you to act against the abuse that they spew at you daily.

Here are 100 different questions, comments, and phrases that narcissists may use while they are trying to gaslight you:

- Why are you being so irrational?
- You constantly make things up inside of your head.
- You really should seek help.
- If I think something is wrong, I don’t do it.

- You are always so defensive.
- You act like such a child.
- Why are you acting so immature?
- Your communication skills are seriously lacking.
- This isn't an argument; it is a conversation.
- I'm not trying to change you.
- There always has to be something with you, doesn't there?
- You are crazy, aren't you?
- I wouldn't say mean things to you if you didn't intentionally make me angry.
- It's easy to see why people have problems with you.
- I thought you were a good person; I can now see I was wrong with the way that you are acting.
- Just get over it.
- I'm not going to feed into your games.
- Your life will be a living hell if you decide to tell people about me.
- You are dumb, aren't you?
- Responses like that are why people call me the smart one in this relationship.
- You will lose me if you keep this up.
- I'll just suck up to ensure that people prefer me over you.
- Don't you understand that you can't beat me?
- You always make a fool of yourself.
- Man, I feel sorry for you.
- That's right, and you are holier than thou.
- Oh, poor you.
- Quit acting like you are a victim.
- It's easy to see why I avoid you when you act like this.
- What do you mean I'm not a nice guy, everyone else thinks I am.
- If you keep putting me down, I will stay away from you forever.
- You wonder why I drink (or do drugs depending on the situation).
- Every time you are around, I feel like crap.
- Do you listen to yourself? You sound like a lunatic.
- You are taking your past issues out on me.
- What do you mean I'm trying to control you? That is ridiculous.
- I only want what's best for you.
- Why do you always have a problem?
- You can never just be happy, can you?
- You will miss me when I am gone because I am the best thing that has ever happened to you.
- I love you more than anyone else ever could.
- Can't you see that all of our problems come from you? It's your fault.
- Why does every little thing put you in a bad mood or hurt you?

- You do need to find something to complain about daily, huh?
- Is it fun for you to be moody all the time? It must be since it is so consistent.
- No one else loves you except for me.
- How dare you try and control me.
- Your kids are no concern of mine.
- You're in the wrong here, everyone agrees with me.
- You are crazy.
- What do you mean? I never said that.
- Stop being so sensitive.
- I always know what you are thinking. I can see it written all over you.
- Why can't you listen for once?
- Get that look off your face before I do it for you.
- You are a lowlife.
- You don't know anything.
- Stop worrying about everything.
- You are an odd duck, aren't you?
- If you keep talking about me, you will regret it.
- There is no one better for you than me.
- Who would want someone like you?
- I am so much smarter than the commoners like you.
- Can't you see how important I am? I have major projects, and all you do is paperwork.
- Stop bothering me with all your foolishness.
- Do it my way or get out.
- Men are superior to women.
- I know why you act like this; you're unbalanced.
- If you would just listen to me, I have the answer you seek.
- Just wait and see what happens next.
- No wonder your kids are so messed up, they are just like you.
- Have you ever wondered if you are bipolar?
- Why do you always approach me at impossible times?
- You constantly treat me as if I'm doing something wrong.
- All of your friends laugh at you behind your back.
- No one likes you except for me.
- There is always something wrong with you, isn't there?
- Leave me? Yeah ok, you will never be brave enough to do that.
- Are you delusional?
- What friends, you don't have any friends.
- Why would anyone want to be friends with you?
- Man, you sure have gotten fat, haven't you?
- You will never find a love like the love I give you.

- There is no one out there for you that is better than me.
- If you leave me, good luck finding someone to put up with you.
- You can't survive without me.
- You are seriously crazy to think that I said that.
- Maybe you should see a psychiatrist.
- I am the only person that would love someone like you.
- Stop nagging me.
- Geeze, can't you take a joke?
- Why are you always so critical?
- Get off my back. I was busy.
- You need to grow up.
- Can't you see you started this issue, not me?
- Can't you just get over it?
- Why do you get upset about every little thing?

Each one of these phrases or comments is used for manipulation. They are scattered throughout the daily lives of people who are in relationships with narcissists. They may seem pretty common things to say when you are in an argument, but realistically if you are in a healthy relationship with someone that cares about you, they are not going to say these kinds of things.

The toxic nature of saying these types of things will certainly take its toll on anyone. Regardless of how intelligent you are, they can affect you just the same. When we are repeatedly told the same thing, eventually, we start to believe it. Each time we hear it, a bit more of our self-worth diminishes. So, recognizing these phrases in the early stages of a friendship or relationship can help you avoid the devastating effects they can have on a person.

It can be a bit tougher to get away from if you are dealing with a parent or a family member. This is especially true if you still live within their household. There isn't a lot you can do except understanding what is happening so that the effect won't be as detrimental. Remind yourself of what they are doing and find a safe outlet to vent your frustrations.

You need to keep in mind that it is unlikely that you will be able to change the habits of the narcissist.

The only thing you can do is protect yourself and understand what they are trying to accomplish total control.

Earlier, we spoke about how important mindfulness can be when you are dealing with a narcissist. This is true when listening to these types of comments and phrases. Allow yourself to be present at the moment and see what is happening. The things they are saying are likely completely untrue. They are merely trying to get you to submit to their

way of thinking so that they can have control over you and the relationship that you have with them. By making you feel bad, they, in turn, feel good.

The narcissist lives in a warped reality where everything is about them. They are completely selfish and will not care about the harm that their words are causing you. Knowing their tactics and understanding that the things they say are not truthful will help ensure that your self-worth does not take a nosedive.

Talking to trusted people in your life should always be done when you are dealing with a narcissist. You may feel like they don't understand, or they don't care, depending on the damage your narcissistic partner has caused.

This is untrue. The people that have loved and cared about you continue to love and care about you. More than likely, they are worried about you and would encourage reaching out to them.

Having a good support system if you are in a situation of gaslighting is critical in assuring you maintain your sense of self and sanity. It is difficult when someone puts little digs in against you daily. Many people won't be able to see it happening until it is too late, and they have suffered from these tactics for far too long.

It is significant to note that you should never stop trusting the people you trusted before getting into some sort of relationship with a narcissist. They are going to be able to give you a different perspective on things, and likely they will be seeing what is happening for what it truly is. Even if you can't see it, it doesn't mean it isn't happening. The effects of gaslighting make it very hard for the person in the situation to be mindful and aware of what is going on so relying on the ones that love you to help guide you is a very good thing to do, even if it is difficult to see it from their side.

If you have not been in a narcissistic relationship for very long, it is much easier to see these things happening, and you are more likely to be able to put a stop to them before they cause you any real harm.

Being aware of what you are dealing with is hard, but it is also possible. The best choice you can make when you start to see these types of comments and phrases pop up is to cut ties with the person saying them to you. If that is impossible, then you should work on grounding yourself in your beliefs and understand that you are a person worthy of love and respect, regardless of the cruel and hateful things that are being said to you.

The phrases and comments we have provided are some of the favorites of narcissists using the gaslighting tactic but be aware that there are many more. Your partners, friends, and family members should not talk to you in such a callous way. We should treat each other with kindness and compassion. The words we say matter a lot and those that truly care about you would never use such hateful speech that is demeaning and detrimental to a person's psyche. Stay strong and stand up for yourself against people who speak to you this way to ensure that you always know your worth and that you are in healthy relationships that are worthy of your time.

Chapter 8

STOPPING GASLIGHTING

Gaslighting is a pernicious occurrence in our lives and disarming the effects of it may be much more difficult than simply saying, “Avoid it.” If you are already married to a recurring gaslighter or your boss is a narcissist with the tendency to manipulate you, it is not simply a matter of getting a divorce and finding a new job. It would be easy to get over things if we could simply cut the negative force out of our lives as soon as we see it. Certainly, if we find ourselves in a situation where this is possible, such as a new friend who starts to initiate the gaslighting process, it may be best to simply “unfriend” that person. But you can’t just “block” all the people who are in your life that may be engaging in gaslighting behavior. So, it becomes essential to develop a type of strategy to deal with the gaslighting in your life. For each sphere that you move in, it will be necessary to develop an appropriate approach.

In Your Family

Bearing in mind that you have an emotional investment in your family, this can be one of the most difficult places to nip gaslighting in the bud. We want to believe the best of our family and because we love them, we find it difficult to believe that they would engage in something as harmful and painful as gaslighting us. Our family and our home become

the playground for many gaslighters, yet the home is one of the places where we should feel safe and cherished.

Since we have lived with our family since our birth, the individuals in our family have the greatest hand in shaping our personality and our sense of self. This also means that we are highly susceptible to being gaslighted by our immediate family members. They have already covered the idealization phase of the narcissistic web since you already trust them implicitly.

Most experts agree that gaslighting within the home usually takes the form of a parent manipulating a child to assert their dominance. If the child is old enough to understand what is happening (and hopefully has a support base to help guide and encourage them) then they might use the following steps to stop the gaslighting behavior:

Don't Argue

A gaslighting parent will not be interested in your side of the situation, so don't argue as this will only feed their delusion that you are being disrespectful–they will probably tell you this too with a greatly exaggerated enactment of your words. State facts clearly and quietly. If your manipulative mother has said that you are ungrateful for her help and always complain about everything, then use facts to quietly refute this. Don't get long-winded, as gaslighters are like lawyers and will find something to hurl back at you in your words. Rather say that you are grateful for everything that she does, and you'll try not to complain.

Don't Rise to The Bait

Gaslighting is like putting down bear bait. It's about attracting drama and reactions. So, if your gaslighting father states that you are a disappointment since you did not make the football team, don't get upset. Realize that his comment is a reflection upon him, not on you. He is trying to tell you that you must feel disappointed in yourself. Rather ask yourself what makes you happy and where do your values lie. If playing football is not your main goal in life, you have successfully avoided the bait. It will be most frustrating for dear Dad if you can shrug your shoulders, walk away, and say, "There's always next year, Dad." According to Sarkis (2019), if you react in any way other than to show boredom and disinterest, you will be fueling their needs and encouraging them to do further gaslighting.

Find Outside Support

Narcissists isolate their victims so that they can manipulate the information that they receive and control how their victim reacts. Instead of reacting to what mom or dad says to you, go out and verify their information with a reliable outside source. When your Machiavellian mom tells you that you will not get a boyfriend since you are not pretty enough because you were not chosen as Prom Queen, then find an outside source

to verify this. Don't believe and react as she wants by becoming depressed and feeling rejected. Rather act–go ask a few other people what they think about your looks.

In rare instances, we may find a family setup where there is a child who gaslights their parents. Given the changing dynamics within the family context, we may indeed find this happening more often with adult children living with their older parents. In these instances, it is best to work with the same disarming strategies as you would use at work and in relationships.

At Work

In the work environment, our emotional attachment drops with regards to our colleagues, yet our need for validation and support increases. We all want to feel accomplished at work, and this is one of the areas where we get so easily targeted. Hartwell-Walker (2018) suggests the following disarming tactics to help avoid having your dreams dashed at work:

Be Aware

If you are aware of what is going on around you and get as much information as possible, you will be less likely to be drawn into the gaslighting plot. You will quickly see the truth of what a gaslighter says or does when you are in communication with all the other office employees.

Don't Take It Personally–It Isn't

Gaslighting isn't about you. When a gaslighter at work tells you that so-and-so is not happy with how you dress, remind yourself that it is not what that person said but a lie being concocted by the gaslighter to make you feel inadequate. Ask yourself if you like the way you dress. If you do, then does it matter what the gaslighter is on about. Don't get angry at the insinuated slight and don't involve the other person in the issue–the gaslighter is waiting for you to react like that and stir up further drama.

Keep Evidence

In severe cases of gaslighting, the rumors, gossip, and other sabotaging behavior of the narcissist can and do lead to much more serious consequences. It may lead to a disciplinary hearing, dismissal from your job, and even end up in court. Be prepared. Keep proof of everything (Sarkis, 2018) that relates to the drama that they have stirred against you. This will also help you keep the events and reality straight in your mind. If a colleague tells you that you had made a serious error on a report, you can quickly end their accusations by having kept a copy of the report that you can then check. Don't take their word for it. (They may even have altered the original report.)

Avoid Being Alone with Them

When people gossip or tell tales, they will usually do this when they can whisper in your ear while others can't hear. The same holds for gaslighting. The narcissist will probably launch their most potent attacks when they can corner you alone. With no one else to verify the gaslighter's accusations, it becomes really easy for them to draw you into their plots. However, if you can have someone else there when dealing with the abusive colleague, you can verify what exactly happened and whether what the gaslighter said was correct or not. Chances are fairly big that the gaslighter will avoid you when they see that there are witnesses there.

In a Relationship

When we leave our family home to start our own families or enter into romantic relationships, we encounter even more harmful forms of gaslighting in our partners. They have the power to utterly dominate and even destroy us if we are not careful. Disarming your gaslighting boyfriend, narcissistic girlfriend, or same-sex partner may require advanced strategies in addition to the above ones.

In a relationship, the gaslighting can be much more severe due to the increased proximity to the abuser. You are there with them much more, and they may have intimate access to your emotions and your memories (your past). To make matters worse, you are emotionally invested in the gaslighter. Even when you realize that there is something wrong in the relationship, you still want to work at it and "fix" the problem. Disarming the gaslighter when they are your romantic partner may be much more complicated and painful than dealing with a narcissistic boss.

The following strategies may be useful:

Find The Pattern

Due to the regularity with which you see your partner, you may be able to spot certain patterns of abuse. Remember that the gaslighting process is often due to the abuser projecting their fears and inadequacies onto you. So, if your partner tends to run you down when you talk about your happy childhood and they point out "what a terrible parent you are," you may be able to trace this back to their childhood or be prepared for future assaults in this area of your life. You can then be more able to shrug off their comments; like a boring infomercial, you can change the channels or mute the irritation of their gaslighting effect. This is also likely to discourage the gaslighter from further victimization of you in this regard.

It's About Them

Hartwell-Walker (2018) says that the abusers in a gaslighting situation are often victims themselves, and they often have very traumatic pasts. This might be why they need to lash out and provoke others. Though this is certainly not an excuse for their behavior, it

does explain where it comes from and may allow you to put their painful words into perspective. If your lover calls you a cheat and insists that you are causing your marriage to fail, then you may begin to consider that they may have been the product of an unhappy marriage as a child. They may accuse you of something that they secretly fear. Their schemes are often about their past and their concerns, not about anything that you have done.

It May Not Change

Gaslighters, due to their narcissistic traits or due to them having NPD, may not be able to change. Certainly not without professional help. In a relationship, this can be difficult to accept, as you may believe that it is up to you to support your partner. But you will have to accept that you are too close to the problem to do anything about it. Getting your gaslighting partner to accept professional help may include that you support them, but it will certainly need a trained professional to oversee this if you hope to achieve any real change. Grohol (2019) refers to the use of psychotherapy as a treatment option, and this form of treatment is essentially about setting goals, forming an action plan, and developing coping mechanisms for serious psychological conditions (such as narcissism). But more on this later.

Get A Support System in Place

The main goal of a gaslighter is to create doubt and insecurity in their partner. This doubt is the doorway allowing them to reach your inner sense of self and destroying or manipulating it. Doubt is like an infection in a wound. With time, it will fester, and soon you will have to amputate a limb or go for surgery. Likewise, when you give your doubt(s) enough time to play with your psyche, it will also infect you and lead to you losing something you need (it may not be a limb, but it may be the loss of hope or confidence). Hartwell-Walker (2018) suggests that you need people around you who can “confirm your reality” and act as a way to check on the accusations that are being leveled at you by a gaslighter to see if they have any merit before these poisoned barbs cause doubt to form and fester.

CONCLUSION

To be trapped in the narcissistic snare of trickiness and deception is comparable to being a fly caught in the cobwebs. When entering the web, does the victim realize that it will be bound up and eaten alive by anything else than the fly? The appropriate response is “no.” Deciding to move on does not mean you don’t cherish your partner, boss, or parent. It implies you esteem reality and the open door for you to be more joyful, regardless of whether it implies separating. The ill thing about gaslighting is that it takes place more regularly than you might suspect. What’s more, it works so well that you would be astounded to discover that scholarly and straight-thinking individuals fall victim—your relationship with this individual that once appeared as though paradise has now ended up being terrible.

There is no harmony or euphoria in this spot; all that is left is dread and concealment. Your life has lost all expectations, as though the light has been killed, and all you see around is murkiness and the profound dark haze of melancholy. You are currently compelled to live in a condition of passive consent to endure. The gaslighter’s deception constantly subverts your perspectives on the truth, so you wind up losing trust in your instinct, memory, or thinking powers. They are spun lies, lies that disclose to them that they are over-delicate, envisioning, absurd, nonsensical, over-responding, and reserve no option to be vexed. Their existence is turned back to the front, hearing this on numerous occasions, and they start to accept this may all be valid.

The narcissist’s form of psychological abuse and oppressive practices has figured out how to ingrain in their victim an extraordinary feeling of uneasiness and disarray to where they no longer trust their memory, recognition, or judgment. In this state, they are a prisoner. Nonetheless, many figures out how to get the fortitude to break free, yet these are generally after a few problematic endeavors. Yet, when they do at long last break, they may discover their way to the therapy room in time. Remaining in a poisonous relationship can break our spirits, however acknowledging you merit a better relationship? That is liberating.

Generally, we have the right to be in a stable relationship where we are regarded and treated with affection. You ought to never need to bargain for somebody who doesn’t treat you right. There is another person out there who will treat you better. Also, more critically, delayed toxic connections can have enduring negative consequences for our psychological wellness, constraining us to feel useless or irrelevant.

I never fail to wonder at the resilience of the human spirit. I unequivocally recommend that you act. See a professional who can help you pinpoint what's going on and the best design tactics to protect you, keep a record of negotiations (in writing, if possible,) or include other people to have ears other than yours listening in on the conversation. Be proactive, stop the madness, and you will be able to get on with living a happy and secure life.

H Y P N O S I S
TECHNIQUES

Discover The Important Hypnotic Techniques
And Language Patterns To Hypnotize
And Persuade Anyone.

INTRODUCTION

Most people's views about hypnosis are guided by what they see in movies. So, when you hear the word, you may immediately think of a goateed man, wearing a big hat, holding a staff in one hand, and waving a pocket watch on the other. Back and forth, he swings it until his subject reaches a zombie-like state, robbed of his free will and under the evil spell of the goateed hypnotist.

The unfortunate hypnotized victim will then be compelled to obey the hypnotist's command, no questions asked, but real life isn't like in the movies as you know. Actual hypnosis has little or zero resemblance to how it is portrayed in movies, TV, and comic books. They are called works of fiction for a reason.

Hypnosis is one of the most mysterious and understandably misunderstood concepts. It has been the subject of debate for over 200 years. What a lot of people do not know is that people have been entering a trance for thousands of years. This hypnotic trance is induced in various forms of meditation, which many cultures practice. Nobody seemed to notice it until in the late 1700s.

The first scientific conception of hypnotism came from an Austrian physician, Franz Mesner, who is now recognized as the father of modern hypnotism. Back in those times though, his concept of hypnotism was not recognized.

Mesmer defined hypnosis as a mystical force that flows from the hypnotist to the subject. He called this event animal magnetism. Critics were thrown off by the mere mention of magic in his definition. However, his assumption of the power coming from a hypnotist and applied to a subject stuck for quite some time.

Hypnosis hails from the Greek word Hypnos, meaning sleep. However, hypnosis is not a state of sleep. In fact, during hypnosis, an individual is in a conscious state. He possesses heightened focus and concentration. His imagination is intensified as well. Every other stimulus around him is blotted out. By reducing peripheral awareness, he can focus his attention on a specific thought or a memory, and his capacity to respond to suggestions is increased.

With this said, real-life hypnosis contradicts the popular yet misguided conception of hypnosis in the movies. First off, when a person is hypnotized, he is not in a semi-sleep state. He is awake, aware, and hyper-attentive, which also brings us to the second point of contradiction. A person who is in a hypnotic trance does not lose his free will. He does not become a slave to the hypnotist.

Unbeknownst to most people, they frequently experience being in this state of human consciousness. In truth, people subject themselves to self-hypnosis every day. Have you ever lost yourself in a really good book? Have you ever been so engrossed in your current activity that you're momentarily able to forget about the time or your surroundings? During all of these activities, people are not exactly asleep. They are alert the entire time. However, their attention is so concentrated to the point that almost every other thought has been excluded.

When a person is in a trance state, he is relaxed. The mind is more uninhibited. The individual is less conscious about his behavior. Notice that whenever you go to the movies you can temporarily forget about your problems at work or home. Whenever people watch a film, they tend to experience feelings of happiness whenever a pleasant scene or a happy ending is revealed. Their hearts beat faster when the monster in a horror flick jumps out of nowhere. This, in itself, is a form of hypnotism.

How Hypnotism Works

There are plenty of theories built around hypnosis, but this is the predominant one. Hypnosis is perceived as a way of accessing someone's subconscious mind directly.

Our subconscious mind works hand in hand in with our conscious mind. While the latter makes us aware of facts, the former is in the backseat, giving us memory access. Our conscious mind makes us think critically and realistically and our subconscious makes us think more freely with imagination and impulse.

When we are trying to solve a problem, for instance, we assess the facts and brainstorm ideas for solutions consciously, but more often than not, the "aha" moments come to us unconsciously. It's like being stuck on a problem, then thinking about a solution out of the blue. The thought comes from our subconscious.

The subconscious is also responsible for the things that we do automatically like breathing. It is also the one that processes and interprets the physical information that we receive through our bodies. In other words, the conscious mind may be at the forefront, but it is our subconscious that works behind the operation. The key to getting access to the subconscious directly without being filtered by the conscious mind is hypnosis.

According to psychiatrists, focusing and deep relaxation techniques are effective in making us feel calm. They also work in subduing our consciousness, so it moves to the backseat while the subconscious is brought to the forefront. This is why during the process of hypnosis a person still has complete awareness but is highly suggestible.

Keep in mind that the unconscious mind seeks freedom while the conscious mind seeks to filter. What the hypnotist does is speak directly to the subject's subconscious. With the conscious mind placed in the backseat, the more imaginative and impulsive subconscious is in control. The person's reactions to suggestions and compulsions are

more automatic. Because it is the subconscious that controls the body's senses—visual, tactile, auditory, etc.—as well the emotions, the hypnotist can trigger the subject's feelings. More than that, it is in the subconscious where a person's memory is stored. Therefore, during hypnosis, the individual can access events in the past that have long been buried away. By digging up these memories, psychiatrists can help a client resolve his present issues. Furthermore, since the mind is in a suggestible state during hypnosis, it is possible to fabricate false memories. For this reason, psychiatrists must take special care when using hypnosis to access a patient's memory of the past.

Chapter 1

WHAT IS HYPNOSIS AND WHY USE IT

Overview Of the Basics, the History of Hypnosis, And Its Benefits

Before we get into the practical use of hypnosis, with step-by-step guides and the actual "how-to," let's establish a foundation of understanding. This knowledge will help you apply the practices in this book strategically, intelligently, and confidently.

The word "hypnosis" literally means "put to sleep" from the ancient Greek word "Hypnos" and the suffix "is." It's important to note, however, that hypnosis is not a form of sleep. It's an altered state of relaxation of the mind and body where the person's attention is highly focused, and they are very susceptible to suggestions.

In essence, hypnosis involves entering into a type of trance, which can be self-induced or can be brought on by another person. Its history goes back thousands of years. Meditation, for example, is a type of altered, trance-like state and in fact, the feeling of being hypnotized is often compared to the feeling of meditation. Being in a trance is more common than you think, zoning out on the bus or the train is one simple example of it! People have been exploring and experiencing altered states like this in religious and

non-religious contexts around the world for millennia with a more goal-oriented approach. Much of it is documented in Eastern philosophy and religious texts, for example in Hinduism and Buddhism. The ancient Oracle of Delphi was said to have made predictions while in a trance-like state, and certain Christian saints were said to have spoken in ecstasies and heightened states were used in battle by Norse warriors. All of this lends credit to the power is within us to alter our own experience in the name of our goals. Hypnosis harnesses this natural force and shapes it into a tool for self-improvement.

The first medically documented hypnotic trance dates back to 1027, performed by a doctor called Avicenna. However, hypnotism became more widely known in the medical profession much later in the late 18th century because of the works attributed to Franz Mesmer. Mesmer —whose name you may recognize is in the word mesmerize— practiced what he called “mesmerism.”

He theorized that there was fluid or force called "animal magnetism" in the universe that affected us. Our minds, our bodies, and our spirits could be moved by this energy and be manipulated to induce healing. He began to practice this on patients and appeared to have positive results. Of course, people wondered what he was doing and wanted to know if it was real. What was this animal magnetism he spoke of? He was investigated in 1784 by a board and it was found that his work did indeed yield valid results. However, the connection to a mystic fluid was false. The board concluded that there was a placebo-like effect to what Mesmer was doing, and patients were benefitting from the power of belief and imagination.

Scientist James Braid (1795 – 1860) was fascinated by the phenomena and the results seen in Mesmer's patients, and he sought to explain them further using the scientific method and laws of physics. He demonstrated that patients who had been mesmerized or induced into a trance experienced changes such as focused attention and susceptibility to suggestions. This opened the doorway to begin studies in understanding the connection between mind and body, which are still being continued to this day.

A famous experiment by Michel Chevreul (1786- 1889) demonstrates that suggestibility and the power of the mind-body connection is one that you can easily perform at home right now. We know it commonly as a pendulum experiment which is fun and very revealing. This experiment is amazing because it shows how the mind and body work together in a very simple and elegant way. Here's how:

Take a piece of paper and draw a circle on it. Now cut that circle into 4 quadrants and starting at the top. Label each point of the cross you’ve drawn: A, B, C, and D moving clockwise.

Now, go make a pendulum. Grab a piece of string and tie a weight to the bottom. A ring works well enough.

Set yourself up to sit comfortably at a table. Place the paper on the table and steady your elbow on the table as well, holding the pendulum between your thumb and forefinger right in the center of the cross. Steady your elbow, make your arm relax, but keep it still.

Now, focus your gaze on the pendulum. Keep it fixed there and begin to imagine the pendulum swinging side to side. Picture it in your mind's eye. Focus on the feeling you get when you imagine the pendulum as it's swinging. Make this image as intense as possible.

What did you notice? The pendulum starts to swing. Now begin playing around with it. Can you make it swing faster? To one direction or another? Around and around? Pretty powerful isn't it? Makes you think about all of your thoughts and how they affect your body, your life, your current situation, and the world. The most amazing thing about this is that we really can control a lot!

Going back to history, after they started to see that there is a connection between mind and body, modern psychologists adapted, practiced, and explored the use of hypnotism from this scientific standpoint to help their patients. Some of these include Pierre Janet and Sigmund Freud. The latter focused particularly on getting his patients to connect to and release repressed memories, something that highly qualified and licensed clinical psychologists use hypnotism for to this day, but which we will not cover in the scope of this book.

Milton Erickson was also a proponent of hypnosis and developed the use of techniques of metaphor, confusion, and indirect suggestion. He was unique and very effective with his methodology. You'll learn more about him later in the book.

Today, hypnotherapy is commonly used to treat many health conditions. These include anxiety, stress, and addictions such as smoking or gambling, insomnia, PTSD, eating disorders, weight loss, managing pain, and assist in relaxation among other things.

It may also be employed in the setting of goals and other self-help strategies, to overcome limiting beliefs, fears, and allow a person to become more successful in their career, relationships, as well as enhance performance in sports or other fields.

So now that we have covered a brief history of hypnosis, what exactly is it after all? What characterizes hypnosis? Here are the basic facts:

First, suggestibility. Hypnosis is a state of being hyper-suggestible. Studies show that suggestibility varies among people with a small percent being very highly suggestible, and a small percentage being less suggestible and the majority falling somewhere in the middle. Studies also show that wherever you are on the spectrum, you can still benefit from hypnosis and the power of suggestion.

Second, dissociation. This is the act of suspending judgment or critical thought. It's a common process that people do daily. Examples of this include fantasizing or "zoning

out" and withdrawing in some way. These are natural ways that we may recharge or process things. Some people are more prone to dissociation than others.

The third is absorption, which is a type of focus. This is the experience of being completely involved in something. Have you ever read a book and felt like the whole world fell away and you were completely immersed in the story? Or maybe you've had this while watching a movie or a TV show. That's the feeling.

Fourth is relaxation. Relaxation of the mind and body facilitates the ease of being hypnotized.

Some current theories about why hypnotism works and how it works include that of Robert Baker, a psychologist who believes that what we are doing when we are hypnotized is conforming to and following a series of formal and social rules. In other words, subjects take on the role of being hypnotized so to speak, when certain conditions are set up. Building on this concept in a very practical way is the TEAM theory: that hypnosis consists of a variety of states including relaxation, expectation, motivation, anticipation. TEAM stands for Trust, Expectation, Attitude, and Motivation.

It is evident from scientific research that hypnosis is an effective tool. We may not yet understand completely how it works, but it is beneficial to people who want to grow, change, or enhance their lives in some way. Now that you know where it comes from and some of the science behind it, you'll be able to understand what you are doing in your practice and what may or may not be happening in your subjects when you work with them.

So, let's get to it and learn how it's done!

Chapter 2

HYPNOSIS TECHNIQUES

Once you have mastered the process of hypnosis that can often be called a long process, you can begin to use another powerful form of hypnosis to your advantage, instant hypnosis. These techniques play with the basics of the mind and what can happen to everyone from time to time daily. Have you ever gazed out of the window and simply watched the rain come down? What about listening to music that makes you feel soothed and relaxed? Maybe watching a favorite movie or tv show and you just feel yourself tune out. Often when this happens, you may not even notice that your brain has checked out, you're comfortable, relaxed, and completely absorbed in what you are doing. It happens every day and has three characteristics that are telltale signs.

1. An increased focus and concentration.
2. Increased relaxation of the body.
3. Increased access to the subconscious mind.

Hypnosis simply uses this natural state of things to put your subject into that state of mind as quickly as possible.

The Handshake Technique

This technique requires that you and the subject have some trust between you. As you will reach out your hand to shake with them and then pull them sharply in towards yourself, as you do this you will forcefully but calmly say the word sleep. If you don't have a little trust built between you, this could just as easily backfire and make the subject tense when you pull them in. How does this technique work so easily? It works by using two separate methods of inducing hypnosis: moving the subject off balance so the brain does not have time to compute a response and giving the forceful suggestion of sleep which seems like a good idea to the brain. People are far more suggestive than they think and that is how this simple but powerful instant technique can work.

Falling Backward Method Technique

This form of instant hypnosis again works in the process of putting someone off balance and giving them a suggestion to follow. Instead of pulling them forward towards you, however, the subject will tip slightly backward. By following simple steps, this process can put your subject under in less than a minute:

Step 1: Ask your subject to stand with their feet together and their arms hanging loosely at the side. As they get into position to explain what you will be doing with them step by step so that they know what is coming next. You will let them also know this will test their relaxation reflexes.

Step2: Move to stand directly behind your subject and place both hands on their shoulders. Stand close enough to control them as they fall, but not close enough so that they will fall directly on you. Control the fall but don't take too much weight. Place one foot in front of the other and you will be able to keep the right balance to hold their weight as they fall back. Tell the subject this is just a trial run.

Step 3: Ask your subject to relax and explain that you are going to pull them a few inches back but that you will not let them fall. Place a strong emphasis on this fact that you will not let them fall and ask them to stay relaxed and bend their body at the ankles only not at the waist, knees, or anywhere else.

Step 4: With your hands still on the subject's shoulders ask them to close their eyes and pull them back only a few inches. A space of two or three inches is sufficient. Remember not to jar or force them but allow them to gently tip backward and then rock them forward again. Keep your hands firmly on their shoulders and stand the client upright again making sure they regained their balance.

Step 5: If your subject seems relaxed move on to the next step. If not, assure the subject that they have done well, and repeat the previous step once again to make certain the subject knows what to expect. You may find that certain nervous subjects might require several attempts before they're fully comfortable.

Step 6: After having them fall back you can sit them down and use a short and brief deepening technique to make sure they are deep in hypnosis. This is usually done simply

using phrases such as "move deeper and deeper into hypnosis, relax" repeat this as needed to make sure that your subject is deep into hypnosis.

The Eye Test

In order to confirm for both you and the subject that a state of hypnosis has been reached with an instant technique, you want to use this simple process. With your subject comfortable and sitting, follow this process:

Step 1: "You feel your eyes are very heavy and completely relaxed. Each muscle around them is now relaxed. This makes your eyelids very heavy."

Step 2: "On the count of three and not before, I will ask you to open your eyes. When I ask this, you will not be able to. You are so completely relaxed that your eyelids are too heavy. You will not be able to open your eyes because your eyelids are so heavy, and you are so relaxed that you will not even try to open them."

Step 3: "Your eyelids are closed. Heavy. Sealed shut and you can't open them."

Step 4: "One. Your eyes are closed your eyelids are heavy. You can't open them not even if you try. You simply can't open them they are too heavy, so very heavy."

Step 5: "Two. You cannot open your eyes."

Step 6: "Three. Your eyes are tightly closed. Try opening them. You cannot open them, right? Your eyelids are too heavy. Stop trying, just simply relax your eyes again, no more trying to open them. As go your eyes so should go your body. Relax."

Make sure when you are doing this process that you do not allow your subject to try opening their eyes for more than a second or two. If you give them too much time, they will eventually be able to force their eyes open, and once they have done that they will come out of hypnosis. If they can open their eyes right away without any effort, they have not been put under and you will have to start again. If this does occur and they open their eyes simply tell them it's okay and that their eyes were not relaxed enough so you will begin again, remember to keep a positive air.

Relaxation Technique

Therapists usually ask you to make yourself feel at home and be comfy during an introduction meeting. They may even provide you with a soft couch to lay on. Why? Are they just being courteous? The truth is, it's more than that. Therapists use relaxation as a common method to induce hypnosis. If you are relaxed, you are likely to fall into a trance quicker, and your mind becomes more open to accepting suggestions. Listed are some of the usual methods to promote relaxation:

- Be comfortable.
- Lay down.
- In your head, start to count down.

- Control your breathing.
- Tense your muscles and then relax.
- Speak in a calm, soft tone.

Handshake Technique

The father of hypnotherapy, Milton Erickson, became famous for using a handshake technique to get a person into a hypnotic trance. Handshake is a common greeting, but in hypnosis, it can be more than just a gesture. Hypnotists do not just shake hands in a normal way, they interrupt the mind of the subject by grabbing his wrist or pulling him forward to break the balance. Because the pattern established by the mind of the subject was interrupted, the client's subconscious mind will suddenly be open to suggestions.

Eyes Cues Technique

The brain has two spheres – the conscious and creative side (right) and the practical and subconscious side (left). Basically, when we are in a conversation with someone, we look for feedback just to know how they feel or react to what we say. Watch your subject's eyes. Are they looking to the right? Or are they looking to the left? Remember, when they're looking to the right, that suggests that they are conscious of the current situation, and if they are looking to the left, that means they are in subconscious thought.

Visualization Technique

You can use visualization to induce your subject into a hypnotic trance and make suggestions. For instance, ask your subject to visualize a room that they know very well. Instruct them to visualize each detail in that room: the windows, the smell, the lighting, the color of the wall, the texture of the floor. Then, ask them to visualize a room they do not know, such as your office. As they struggle to remember the exact details of the room, they are less familiar with, they open their minds to suggestions.

Arm Levitation Technique

You can perform this by asking your subject to close their eyes. Then, ask them to notice the difference between their arms. They might say their arms are heavy or light. Subconsciously, they will enter a trance and lift their arms or make their mind believe they have lifted their arms. Either way, the induction is a success.

Sudden Shock/Falling Backwards Technique

As with the handshake technique, a subject in shock can enter into a trance. You might have heard about "trust falls". The feeling of falling backward can put the body into shock. Thus, it opens the mind to accept suggestions. Of course, you must catch your subject and be very careful not to drop him/her.

Hypnotic Trigger Technique

There are several forms of hypnotic triggers. A trigger lets the subconscious remember a desired feeling or action that is suggested while under hypnosis. Here are some examples:

- Finger snap
- Clap
- Sound of ball
- Opening eyes
- Standing or sitting

Touch Technique

In this technique, the hypnotist or psychiatrist will put the subject into a relaxed state of mind. Then, gently, the hypnotist will tap the subject's hands with his/her own with slight pressure. Next, with a pen held directly in front of the subject, they will follow it with their eyes while visualizing a perfect place in their mind. This technique needs to be repeated several times during each session. After every session I have with this technique, I am always relaxed and feel a lot better.

Chapter 3

THE DARK SIDE OF HYPNOSIS

In the 1950s and 60s, the United States CIA (Central Intelligence Agency) was trying to create the perfect killing machine. A program was embarked upon that went by the code name of “Project MKUltra,” and “MKUltra” was divided into a plethora of subprograms run by the CIA, FBI, and the U.S military, with names like “Operation Paperclip” and "Project Monarch". This is most definitely not a conspiracy theory. The U.S. government has admitted to it, and many records that have been reclassified show that this horrific program did indeed exist. Not only were American citizens and brave soldiers unknowingly drugged and hypnotized, but they were also subjected to inhuman life-threatening situations. One of the biggest scandals to come out of this project involved hypnotizing and then dosing an American army scientist with LSD. The man’s name was Frank Olson, and without his knowledge and consent, the CIA and various other government agencies hypnotized and brainwashed him and gave him massive amounts of the powerful hallucinogenic known as LSD. In the name of science, CIA operatives and doctors lured Frank Olson to a hotel room under false pretenses and spiked his drink with LSD. As you can imagine, Mr. Olson became very agitated and confused by what was happening and ended up busting through a plate glass window on the 23rd floor in complete hysterics and fell to his untimely and tragic death.

The government investigated and found that they had done nothing wrong and called Mr. Olson's death a tragic suicide. The family, of course, knew that it could not be true, so they pushed the government a little harder and it was reluctantly reclassified as a "misadventure".

The surviving family and a good number of other people think that it had really been a murder, especially when records pertaining to the case were reclassified and the illicit drug tests were discovered. Mr. Olson was not the only victim of Project MKUltra, however. There is another story from that project about a man who was repeatedly hypnotized and given LSD to ingest for 145 days straight. Another disturbing document reveals a study where two women were hypnotized using a powerful new technique where one woman was put into a deep hypnotic sleep, and the other woman was told to wake her. If the other woman did not wake up, she was then commanded to pull the trigger of a gun that was given to her and kill the woman by shooting her in the head. Thankfully, the gun was not loaded, because that is exactly what she did. There was another case of a woman who was hypnotized and told to wait by the phone. Then a call was made to her, and a secret code word was spoken into her ear. At this prompting, the woman then fell into a deep trance state and was compelled to carry a suitcase filled with a fake bomb and place it under a bridge. It's even been said the CIA has used mind control and hypnotism to split a person's personality into different sections where one personality doesn't know what the other is doing in order to enable them to carry out secret covert missions. If they are split into different people with different personalities, it's the perfect setup, just like "The Manchurian Candidate, which was a movie about the government using mind control. A truly evil person or government could use this to plant a person that could get close enough to assassinate a President or even the Pope for that matter. Brainwashing people with hypnotism is nefarious in and of itself, but that depiction is not the first time that hypnotism and mesmerism were misused for evil purposes. Think of a certain man in Germany during World War II who used his powerful hypnotic technique to inflame a country to war and convinced the German people that cooking people in big steel ovens was cool.

Hitler did not start out as a great orator. He practiced his body motions in a full-length mirror so he could get them just right. He taught himself to speak with a powerful booming voice that would stimulate the brains of the common folk of Germany. His eyes were so incredible and piercing that even if you were unable to understand the words, you could still feel his powerful animal magnetism that enthralled people. Everything had to be perfect to set the proper tone needed to hypnotize the adoring masses. Hitler would command for giant ceremonies to be held, and hundreds of thousands of men, women, and children waved little flags and soldiers would march in perfect synchronicity while hundreds of runners holding torches would jog through the venue. It was quite a spectacle and he had them eating out of his hands. Not until it was too late did they snap out of their hypnotic trance and see him for what he really was.

What about today's world? Surely we are not being hypnotized and brainwashed in this modern age? Yes, we are... more than ever. Today's government has so much control over us through the devious use of hypnotic propaganda, that we don't know if we're coming or going. The government tells the major media outlets what to print just to get a reaction that benefits them and furthers their agenda. On any given day you will see the same lead story on the front page of every major newspaper. People are hypnotized by their smartphones, so much so that you can see a video of people falling into open manholes while gazing intently at their video phones. Usually, if they're not immersed in the activity on their phones then they are staring droopy eyed at a computer monitor with their mouths hanging open. Facebook is keeping them hypnotized. The internet is the ultimate hypnotic tool for the government to use in order to enforce its will and keep people nice and calm. We don't want any revolutions, right? The sad part of all of this government control is that we, the citizens, are allowing it to happen. It's not totally fair to blame the citizens for falling prey to the hypnotic trap though; after all, we have been hypnotically programmed since we entered preschool to fall into line. Nowadays, we actually invite a hypnotic device like Amazon's Alexa machine, into our homes so the government can listen to and record our private conversations.

What needs to be done is that people need to be more aware of the hypnotic control being forced upon them. Educate yourselves and try to be more aware when going about your life. Just give up the mesmerizing screen of the internet for a week. Read alternative papers (as long as it's a good source), be a good citizen, and go out and vote. It's possible to get rid of the people that are trying to control us and replace them with congressmen and senators who will get rid of this "nanny state" that we live in nowadays. Companies hypnotize us every day. They really know how to manipulate our minds by using our senses. We are titillated by sexy images of bikini-clad supermodels and muscular hunks telling us that we can be like them if we just buy the product they are endorsing. It's a form of hypnotism when our leaders tell us the same lies over and over again. It's like Joseph Goebbels said while working as the propaganda minister for Adolph Hitler "If you tell a lie enough times it becomes the truth."

Chapter 4

USING EMOTION TO CREATE HYPNOTIC CONNECTION

Heightened emotional states are really useful when influencing, persuading, and connecting with people. Imagine what it would be like to strike up any emotion you want in a person. Think about the potential you would have to influence them. You, like me, see the power in doing this, don't you? (See what I did there!)

You can easily convey a positive or negative emotion in your target and connect that emotion to any place or anything you want. I know some business owners who use this unethically. They will evoke a very negative emotion in their customer or prospect and connect that negative emotion to their competition. The same goes for love interests. I have seen people manipulate a love interest to feel a very negative emotion and connect that emotion to their current partner, and then evoke a positive emotion and get their love interest to connect that to them. You can only imagine the moral and ethical problems with this. But remember, if people are manipulated into doing something they do not want to do, it will come back to bite the manipulator in the butt.

Manipulating or coercing a person to do something they do not want to do or buy something they do not want to buy differs from persuading. Persuading is helping influence a person's behavior or decision, to make that decision easier. Often, people will buy something on a whim or because they feel a certain emotion even though they do not need or want what they bought. Later, when they get home, they will often realize or at least stop and think, "Wait, I really didn't want nor need that. Why did I buy that, I am going to return this!" What results is buyer's remorse, and the victim will often regret their decision, feel taken advantage of, and resent the person they felt took advantage of.

Remember, emotions are one way that bypasses the critical mind. When a person experiences a heightened state of emotion, their subconscious mind is more open and receptive, and whatever happens around or connected to that emotional state/time will often create a behavior or a response in the target's subconscious mind. You can do this by evoking a positive emotion or a negative emotion and connect or relate those emotions to something to get your target to think, feel or respond in a way you want them to. One of the positive ways to lower barriers is by using laughter. When people are laughing and having fun, they rarely have their guard up, it's lowered down, and they are easier to influence because they are not expecting to be sold or swayed or even learn. One of the highest compliments is when a person takes one of my classes and says something like, "Dan, we were laughing and having so much fun that we didn't even realize we were actually learning!"

There are several hypnotic emotion-evoking words that will cause a person to go to a time where they felt a certain way or create a time where they would feel that way. These emotions we evoke in people are called "arousal emotions." It's not like it sounds. These are emotions that keep your target alert and interested wherever you direct their attention. These emotions should be substantial enough to get a reaction out of people, and the emotional buzz words will help with that.

The first step, before you evoke emotion with one of the emotional buzzwords is to identify how you want them to feel, or how they should feel. What do you want them to feel? What should they feel? Why should they feel that way? Now let's get into the emotional hypnotic buzzwords that can help evoke these emotions.

Emotional Hypnotic Buzzwords

Imagine, picture, visualize, think about, think about a time when...

These are words and phrases that evoke emotions and feelings in the subconscious mind. Remember, when you evoke emotion, you are getting to the subconscious mind which will allow your target to see themselves feeling good about deciding.

You can use any combination of these words, in fact, mix it up a little! You will want to mix it up because everyone communicates a bit differently. Some people will report

they can think about something, but they have a hard time imagining it. Others will say they can picture something, but not visualize it, and all other combinations.

Let's look at a few examples of how this can work.

Let's first work with evoking positive emotions. Let's pick an example of asking someone to go on a date. "Think about how much fun we will have when we go to the baseball game; it will be just like the time we saw each other at Jamie's party and laughed so hard we were spitting out our drinks! Remember that? I don't even remember what we were talking about, do you? So, when should I pick you up so we can go to the game?"

You want to move them through the emotional ladder to get them in a more positive state. When we feel better about something, we will be more likely to agree and say yes!

That can also be helpful in a sales situation. Let's say you are trying to sell someone a computer. Before you use any of the emotional buzzwords, you first want to find out their motivation for buying the computer. Let's say they need a computer that is faster and has more memory. They are sick and tired of waiting 5 minutes to open a program, and they hate having to carry around an external hard drive. Knowing this, you may say, "Imagine taking the computer home and being able to use it right out of the box. Say goodbye to all of those old issues. Think about how much faster you'll be getting things done on your new laptop, and you can look forward to keeping everything contained so that you can leave that old external hard drive behind!"

Anchoring Positive Emotions

You may have already caught onto this, but you can anchor a positive emotion, or a negative emotion just as easy as it is to evoke that emotion.

Once you evoke that emotion, you then have the target picture themselves feeling that emotion about you, your product, or your service. In the baseball game example, we had the target go back into their memory and think of a time where they felt good. After accessing that feeling, it was then connected to the baseball game — so, they saw themselves feeling the same good way in the future situation.

You can do this with negative emotions as well. Evoke them and attach them to something. Without getting too political, you see this happening with a lot of political figures. When you look at a commercial around election time, it starts off with evoking a negative emotion by showing some horrible images, such as little children starving, people dying in a hospital bed, or some other very gut-wrenching image. Then it says something like, "This is what will happen if you elect (insert candidate here)."

Maya Angelou said, "People may forget what you say, but they will never forget how you made them feel!"

So, go out and strike some emotions in people. Make them feel good, and they will remember you for it.

The Strength of Exciting Emotions and Love

I see many people in my hypnosis practice for confidence issues. For some, this involves confidence in dating. Once we increase the feelings of confidence, reduce the feelings of anxiety, and establish an unstoppable state of mind, people often ask me "What is the ideal first date?"

A lot of studies have been done on what to do and where to go. Believe it or not, studies have shown that going to the movies is the worst first date you could go on. A good first date should start off with something that elevates levels of excitement and something that gets endorphins flowing. When we start that flow of endorphins, we feel good, and the level of oxytocin and dopamine (the chemicals responsible for love and happiness) also flow, and we connect those feelings to the person. If you are going to incorporate a dinner into the date, it's best to do the invigorating part of the date first, and then go to dinner afterward, because then you can talk about those positive experiences.

Chapter 5

COMMON PROBLEMS THAT CAN BE ADDRESSED WHEN DEALING WITH HYPNOSIS

Hypnosis can deal with many different issues that we, as humans, struggle with on a daily basis. In fact, there are extraordinary little things that cannot be solved through the use of hypnosis. As many people have found out over the past 2 centuries, hypnosis is a great way to modify, alleviate, reframe, restructure, or remember events that have taken place within your life or ailments that are affecting you so that you can move beyond them and create peace and harmony. I know that you are looking for a way to make your life better, or you would not have purchased this book. With that in mind, I have included several ways that hypnosis can alleviate several common ailments that people deal with on a daily basis.

Depression

Depression is a common ailment that many people around the world suffer with. It is manifested in children as young as 5 and adults of all ages. It can be debilitating and life-ending if not treated properly. Many people who suffer from depression find themselves missing family and friends due to their inability to move beyond the emotional upheaval that they experience when in a major depressive mode.

The good thing is that hypnosis is a great way of dealing with these issues. By using hypnosis, you can begin to experience life more. You can feel more confident and live with more joy. Although depression is connected to a chemical imbalance in the brain, it can be effectively treated with hypnosis.

There are several ways to use hypnosis to treat depression. One way is to use the hypnosis session to reframe the events in the person's life that are causing them the most pain. This can be used through a method of reframing the events, by changing the negative to a positive. Affirmations are one way that you can alter the negative and make them more positive. These positive alterations can be done through a system of hypnosis where you explore the past experiences and then modify the way that the person sees those events into a more positive light as well as help them realize that they are no longer that person and the events that took place can no longer harm them.

Anxiety

Anxiety is another mental disorder that many people suffer from. It is also one that can be adjusted or alleviated by the process of using a relaxation hypnosis technique to help the person move beyond the anxiety and into a place that feels safe and secure.

When people suffer from anxiety, it is typically due to a situation that has taken place within their life that placed them in a fight-or-flight mode. Due to this experience, they never learned how to alleviate the fight-or-flight mode, and now, their body will go into this fear-based mode on random occasions that would otherwise not create this type of response. This can create many complications within a person's life. Living with anxiety can be damaging to relationships as well as the psyche of the person that is living with it. They will manifest situations that create the same response and then feel anxious when the anxiety is irrational. It will prevent them from leaving their house and cause them to lose out on job opportunities, meeting new people, staying in contact with loved ones, and even sometimes, prevent them from leaving their homes altogether, which will create an even more serious disorder called Agoraphobia.

By using a hypnosis technique called relaxation, you can begin to alleviate the symptoms that come along with anxiety.

- Start by making yourself as comfortable as possible.
- You can lie down or sit in a recliner in a comfortable position.
- Begin to Countdown from 1 to 10 in your head.
- Breathing in slowly through your mouth and out slowly through your nose.

- Control your breathing and allow the breathing to be rhythmic with 4 seconds between each intake and out-take of breath.
- While breathing in, tense up the muscles in your body.
- While exhaling, relax the muscles in your body.
- Using a soft tone to speak to yourself and say positive and affirming statements that will place you in a more relaxed and calm state of mind.
    - Example: “I am safe and secure in this place.”

Mindset Issues

Many people suffer from mindset issues. These can be misinformation that our family has filled our heads with since we were children. It can also be behaviors that we have noticed from others in our lives that have stuck with us and created fear, anxiety, or negative responses within ourselves. Mindset is something that frames who we are and what we stand for. It can either make or break you. For instance, if you are always told that you are not worthy of love, then when you are faced with the opportunity to have real love, you will sabotage it due to the beliefs that were ingrained in you from an early age. This is why it is so important to work on these mindset issues and build a more positive mindset within yourself.

When you start to reframe your mindset, you can begin to make more positive choices and changes to your life. Without positive thoughts and feelings, you will be doomed to continue a cycle of disappointments and unhappiness. You will notice patterns that are only allowing you to see the negative in life and this will create a cycle of negative which will block you from seeing the positives that are in life.

Hypnosis can help with all of this. By using positive affirmations, you can use the same technique mentioned above for anxiety alleviation, but instead of using the saying, “I am safe and secure in this place,” you would use a positive affirmation that will help you reframe your mindset and build more positive connections within your mind.

These bridges that you will be creating will help to alleviate those feelings of worthlessness and help you to understand that you are deserving of positive things in your life.

Several affirmations can be used:

“I am deserving of great things in life.”

“Everything I do is wonderful.”

“I create magic with my words.”

“I am a money magnet.”

“I am loved by many.”

Smoking Cessation

Many people started smoking at a young age because they were either trying to be cool in front of their friends and peers, or they were trying to escape from some family turmoil that turned their world upside down. Smoking is the number one killer in the US alone and should be treated as a toxin, however, many people suffer daily with their efforts to try and quit smoking. There are random people that can quit smoking without any trouble. However, those are few and far between. For those that cannot simply quit smoking, there is hypnotherapy. Hypnotherapy is the use of hypnosis to modify the behavior that you wish to change.

When you smoke for long periods of time, you will train your body to require that substance to live and function fully. This creates a sort of addiction that controls the mind and tells your mind to demand a cigarette, even at the most inopportune times. If you have ever watched a commercial that advocates not smoking, then you have definitely seen the control that smoking will have over you. If you are a smoker, you may not realize how controlling it is, until you see the point of view from outside your own little box. Since smoking is so addictive and controlling, it is hard for people to stop doing it. This is where hypnosis will come in handy.

By using a hypnosis technique called smoking cessation, you will be able to wash the toxins from your body in a subconscious way and create a more powerful cord-cutting experience from the addiction that is smoking. There are several methods or sessions that can be used to quit smoking, and as a licensed hypnotherapist, I recommend finding the exact one that fits your needs and then using it over and over again for weeks till you no longer find the urge to smoke so strong. In fact, after proper usage of these techniques, you should be able to completely cut your ties to smoking within 8 weeks of daily hypnosis.

Weight Loss

The statistics say that America is overweight, much more so than any other country. This is quite damaging to the health of our country and the health of the people within the country. As an advocate for a healthy weight, I know that hypnosis is a great way to change these statistics and place the American people in a much healthier mindset. By modifying your eating habits or your triggers that create overeating, you can begin to change your weight and your diet.

The main reason that most people are overweight is due to emotional eating. We are taught as children to finish our plates at dinner time, even after we know we are completely full. As well as to stuff our faces with ice cream and pastries when we are feeling blue, or celebrating, or simply watching a movie. This creates the cycle of overeating. To overeat means to eat more than we need. For some of us, that means junk

food, sugary drinks, snacks, fatty foods, such as pork, beef, and chicken, and even processed foods that are providing no nutritional value.

By using behavior modifications, you can plan to change the way you think about food and how you plan your meals. This will be used during your hypnosis session to help anchor those changes into your subconscious so that you no longer overeat or concentrate on eating more. It will eliminate your need to eat for emotional gratification and provide you with proper behaviors that are associated with food and eating.

A few modifications that you can place within your hypnosis session are:

“I no longer need food to make me feel whole.”

“I eat only what I need to sustain for life and nothing more.”

“My emotions no longer dictate how much I eat.”

“When I am feeling down, I go for a walk.”

“Food is not comfort.”

This book is written to help you not only achieve these processes for yourself but give you a greater understanding of what it can help you accomplish. I will start with checking your suggestibility capabilities and move into the techniques, the inductions, the suggestions that are found within hypnosis, as well as the modification forming techniques and how to distinguish between the body language of those that you are hypnotizing.

Chapter 6

IMPORTANT TECHNIQUES AND TOOLS

This section covers breathing, use of voice, and language to be a more effective hypnotist

Your skill set as a hypnotist includes having a repertoire of scripts and techniques, and a conceptual understanding of how they work with the human psyche. It is also important to develop other skills to enhance these abilities. These include breathing, voice, use of language, and memorization.

Working with people demands a certain level of energy and focus on yourself. You will be guiding someone through a process, so you want to be prepared, physically, mentally, and emotionally ahead of time. In many ways, when you work with a client they are putting themselves in your hands, they trust you, so it's important to be sharp. Learning to breathe in a connected way will keep you centered, alert, and energized. Also, if you breathe, your clients will follow suit. You want them to feel as relaxed as possible and you will be able to lead the way with breathing.

Breath

Take yourself through this simple exercise to connect yourself to your breath, and recharge yourself.

Start in a seated position. Place your feet on the ground. Feel the earth beneath the soles of your feet. You may close your eyes or soften your gaze. Place your hand on your body where you feel your breath. Feel the rise and fall of your diaphragm. Allow yourself to lengthen your inhalation and exhalation. Allow yourself to feel the breath all the way in your belly. Feel the breath on the sides of your chest. Experience the expansion and contraction of your lungs. Feel the breath on your back. Feel the expansion and contraction of your lungs. If you find that your breath is short, extend the exhalation. Let the air fall into you. Watch your breath without controlling it. After a few minutes of this deep breathing exercise, begin to return to your normal pace of breath. Take a moment, open your eyes, stand up, and orient yourself in the room.

Voice

The next point of interest for us is the voice. This is your main tool in guiding your subject, so you want to be sharp. Developing your voice will take time and dedication, but if you can use it effectively, it will pay off. The voice is connected to the breath. The breath essentially supports your voice. It allows for you to make a sound, and helps you use the resonators (the bony structures that vibrate the sound). You can develop your voice by singing scales and feeling the resonance radiate through your body. An excellent way to release the resonance of your voice is as follows:

Stand comfortably, with your feet a bit apart. Bend your knees. Gently bounce and feel your pelvis release from the pressure. Feel your entire spine spiral up through your torso with your head balanced on top. Make an open 'ah' sound on a single note. As you make this sound, do it with ease. Gently tap your rib cage and feel the vibrations. Explore different notes from high to low in this resonance. Move your fingertips to your face and make higher sounds that echo through the interior of your skull, are you able to feel the subtle vibrations in your hands? For more power begin to make a "huh- huh" sound, from the center of your body. Feel your diaphragm jump. Gradually transition to the words: “Hi! And hello!” using this technique. Now your voice is warmed up. Play around with making louder and softer sounds so that you can manipulate your voice at will.

As a hypnotist, you will primarily use the sound of your voice to direct your client because their eyes will be closed. At times you will want to sound authoritative, other times, you will want to sound warm and soothing, and other times you will want to highlight specific words and concepts.

Take a moment to reflect on the voices you have heard throughout your life. Are there some that you prefer over others? Yes, of course. A voice can lull you to sleep, or it can

grate on your nerves. How does your voice sound? This is an uncomfortable question for many, but it's important to find out. You will want to record yourself talking to someone while going through the process, from start to finish, and then listen to it afterward. What feeling do you get when you listen to your own voice? Take notes on how you could have used it better in various parts of the process. Like a performance, you want to craft the way you speak to have the desired effect. Pay attention to the voices you hear, which sound pleasing to you? Adopt their way of speaking if you think it will be effective.

Here are some specific guidelines to follow on tonality and voice:

- For certain commands, for example, when you say "sleep" in an induction, you want this word to be short and assertive. Not smooth and gentle, but also not too short and sharp, or angry. Avoid startling the client. But make sure that they hear this distinct command.
- During a relaxing induction, a soothing, peaceful voice will be more conducive to them letting go and surrendering. Keep this in mind when you speak this part of the script.
- To wake them up, you want to choose a firm and direct tone of voice. Speak loudly and clearly, with less musicality.

Memorization

Learning things by heart or memorization is an underrated skill but one that will serve you very well as a hypnotist and for the rest of your life. We are very reliant on our phones these days but knowing a script inside out will give you the flexibility and the confidence to guide your client, or subject in a masterful way. You will have moved one very large obstacle out of the way to concentrate on your delivery, your tone, your breath, and the freedom to observe your subject. This is invaluable, as you will glean many things by watching how they respond in subtle ways as you speak to them. You can even adjust during the process. As your skills get better, you notice more cues that will allow you to help them go deeper into a trance or make your words even more convincing.

There are a number of ways to improve memorization skills. One way is to read your text over and over out loud. Another way is to record yourself saying it and listen to it with your headphones as you walk around or as you drive in your car. You can also try the technique of writing it out several times. One trick that helps with memorization is through association. If you connect what you are saying with another object, it will stick in your mind. The better you understand the process and the meaning of what you are saying, the better you will remember it as well. Organize the script into sections in your mind. Think of the broad strokes and the smaller sections within that. If you get lost, you can always reorient yourself in a section. However, it's best to learn these types of

scripts word for word to ensure accuracy and precision. The more you practice them, the more you'll be able to add color and feeling when you work with individuals.

Language and Choice of Words

A picture is worth a thousand words is what they say. We need words to paint pictures as hypnotists and for that, we need our imagination and a wide vocabulary! Many have said that the gateway between the conscious and subconscious mind is your imagination. This powerful phenomenon is unique to humans and opens up many, many possibilities. To be a successful hypnotist you want to activate your client or subject's imagination as strongly as you can. How do you do this? You do it through language. You want to persuade them to imagine, see, feel, taste, and touch all of the things you are saying and suggesting to completely immerse in the experience.

Imagination is a complicated thing, it involves all of the senses, and some evoke more than others. Different people respond to different senses or prefer one sense over the other. Visualizing and formulating an image of something is a very powerful way to bring it into being. Many successful entrepreneurs, athletes, health care professionals, and world leaders use the technique of visualization to make their goals a reality. The key here is to feel it fully. Your job as the hypnotist is to use your words to help the person you are guiding have the fullest and richest experience. One essential component is precision. If, for example, someone would like to lose weight, they should be specific and say they want to lose 20 pounds. If they have an athletic goal, to run 3 times per week for an hour, state that clearly. If they would like to get married, paint the picture of the wedding with detail and color. If they want to earn more money, how much? In what way? With how much effort? How much time is devoted to that? If they have a performance-related goal, what specifically are they struggling with? How precisely would like to be in that situation?

Here is an example of a script using as many senses as possible to create an immersive experience. After you read this one, have a go at creating your own. Maybe start with your own dreams or convince a friend to participate and come up with something for them.

This is for someone who has the goal of moving into their dream home. You'll see that each sense has been separated below. It's a good idea to mix them and play around with highlighting the different experiences:

Vision

You enter the apartment through the front door into a beautiful sunlit living room. Glass windows from the floor to the ceiling give you a view of the city of London below. There is a modern fireplace on the wall to your left and a warm rug on the floor. The furniture is white with pastel outlines. Your dog, a happy golden retriever sits by the fire.

Hearing

You hear soft classical music playing, and the sound of your husband talking on the phone in the other room. His voice is low and deep. He calls out to you with a hello and says he'll be right there.

Smell

You smell roast chicken and potatoes cooking in the oven and a faint whiff of salad dressing on the salad as you pass into the kitchen to grab a glass of wine before dinner.

Taste

You taste the wine, red merlot, and admire the modern kitchen you see before you. The sleek steel fridge, stove and the beautiful handmade ceramic plates on the kitchen table. You grab a couple of almonds out of the bowl on the counter. They taste sweet and woody.

Chapter 7

SELF-HYPNOSIS TO ELIMINATE BAD HABITS

Let us begin by reiterating the way self-hypnosis works. It is the process of making powerful suggestions to your subconscious mind, which, in turn, drives your conscious mind and physical body to achieve what you want. This method is therefore found to be very useful in treating and overcoming bad habits including addictions.

Some undesirable behaviors are easier to get rid of than others. If you can summon your willpower, then it might be possible to eliminate certain bad habits from your life. However, if you see that despite your best efforts at summoning all your willpower and logical thought process, you are unable to get rid of some of the bad habits from your life, then you must know that the problem goes deeper than you thought.

Logical thinking skills and willpower happen at the level of the conscious mind. The elements that have lasting behavioral changes reside at the subconscious level, which holds beliefs, emotions, habits, values, intuition, and the power of your imagination reside. Therefore, if you want to get rid of some bad habits, you need to connect to your subconscious mind, which is what self-hypnosis helps you do.

It is important to remember that self-hypnosis is not a magic cure. It would be foolhardy to undergo one session of self-hypnosis and expect to come away completely cured. No, it does not work like that. Remember that in self-hypnosis, you are the therapist as well as the patient. In the same way, as the therapist works hard to connect with his or her patient, you must endeavor to connect with your subconscious so that you can root out bad habits through powerful self-suggestions.

You can use self-hypnosis to cure your bad habits and addictions with the following intents:

- To reduce the agonizing effects of withdrawal symptoms through self-suggestions.
- To create aversion and hatred to bad habits and undesirable behaviors including addictions and drug abuse.
- To develop meaningful and deep conversations with your subconscious mind without the judgmental attitude of your conscious mind.

Self-Hypnosis Steps to Eliminate Bad Habits and Behaviors

Before you begin, focus on yourself and rate your stress level on a scale of 1 to 10; 1 is for feeling completely relaxed, and 10 is for being totally stressed out.

Step 1: Sit comfortably on a chair. Place your hands on your lap and make sure your feet are firmly on the ground. Breathe slowly and deliberately inhaling through your left nostril for four counts and exhaling through your right nostril for eight counts. Do this until you feel stable and strong and are ready to move on.

Step 2: Visualize your favorite color flowing into your body through your head, passing through every nook and corner of your body, and then exiting out from your feet into the ground beneath. This visualization is an excellent way to remove stress from your body. Imagine the flow of your favorite color rinsing out and eliminating stresses from your body and mind.

Step 3: Keep your eyes closed, and count backward from 10 to 1, and at each number, remember to tell yourself that you are getting increasingly relaxed.

Step 4: When you are deeply in the hypnotic ‘trance’ state, repeat the following affirmation: I am safe, relaxed, and in this state. And then, use this step for getting rid of different bad habits. For example:

- If you want to get to bed early every day, practice this step with the affirmation, ‘When I go to bed early, I feel healthy, happy, and charged with energy to achieve my goals.’ Visualize yourself going to bed early and rising early and tackling life challenges with added vigor.
- If you want to stick to a healthy diet plan, you can use this affirmation, ‘With this healthy diet plan, I will feel fit and ready to take control of my life in my hands.’ Visualize yourself consuming healthy meals and saying no to unhealthy foods. Imagine achieving your weight loss goals through this process.

- If you want to give up smoking, ‘Giving up smoking is the best gift to myself and my loved ones.’ Visualize a life when you do not give in to smoking. Think of the happiness on the faces of your loved ones when you reach this smoke-free state.

Step 5: Remember to focus on your breath as you go through Step 4 and feel the relaxation and stress-free feeling surround your body and mind. Allow your subconscious mind to come to the forefront so that you can connect with it and make powerful suggestions for it. Even after you come out of this self-hypnotic session, you will be able to carry forth this relaxing experience right through the day even as you feel charged up to keep out the bad habits from your life.

Step 6: Now, count from 1 to 10, and you move forward, slowly get out of your hypnotic zone, and become aware of the external surroundings. When you are completely out of your self-hypnosis session, rate your stress level, and notice the difference between this and the level when you started the session.

Chapter 8

HOW TO SET REALISTIC GOALS

Before you can accomplish a goal, you need to have a goal in the first place. Many people do not have any goals in life; they only tend to drift along with the tide. Since they lack direction in their lives, they do not achieve much. If you know such a person, you probably recognize that they have the ability to achieve great things, but are not more goal-oriented, and therefore not successful. On the other hand, there are some people who set their goals so high that it becomes almost impossible to achieve them. These kinds of people become miserable and chronically tense since they are constantly failing.

Every goal that has not been realized is a failure. Even when you achieve a certain goal, you feel like it took longer than it should have. If you are such kind of a person, chances are that you are unable to relax and that you drive yourself constantly. In this case, you may achieve a great deal, but you may never enjoy it. The fact that you failed to achieve your goals as soon as you wanted prevents you from enjoying your accomplishments. You become old before your time and your energy and vitality become sapped by anxiety and tension. Your disillusionment turns to depression and cynicism.

In both cases above, there is one basic common problem, and this is the lack of the ability to achieve realistic goals to guide you through your life. In most cases, if you are

the kind that drifts with the tide, you tend to set very low or no goals at all. This is often caused by the fear of failure. You have learned that failure makes you depressed and anxious, and if you do not set any goal, you cannot fail. Unfortunately, both scenarios end up in defeat.

Apart from setting either too high or too low goals, you might end up setting goals that are so sophisticated that you do not have a way of knowing whether or not you have accomplished your goals. In this case, since you are not able to define your goals, and cannot be able to recognize when you have achieved them, you automatically assume that you have failed. For instance, you may decide that your goal in life is to become successful, and thus expend all your time and energy trying to achieve success. When asked what your definition of success is, all you can do is provide a vague idea, but you simply know that when you see it, you will recognize it.

In the real world, there is no such thing as success. All you can hope to achieve is a range of relative successes, as opposed to some mythical thing known as success. If you have not done so already, your task is to set good and realistic goals for yourself. The ones that will provide direction to your life, and a feeling of success and accomplishment as you achieve them.

There are basically two types of goals: long-term and short-term goals. Long terms goals are the major things you want to achieve in your life in the end, while short-term goals are the things you need to accomplish more or less in the meantime. In order to achieve your long-term goals, you need to accomplish several short-term goals that build-up to the long term one; for example, enrolling in college, choosing the right courses, passing your tests, collecting a sufficient amount of credit hours, acquiring a college degree, and getting employment.

Rules That Can Help You Set Good Long-Term Goals

- Determine whether the goal is appropriate for you. Look out for goals that are too vague, too high, or too low. It might be useful to talk to other people and learn from their experiences. Look for friends or professionals and get advice about whether this is a realistic goal for you.
- Generalize your long-term goals, rather than making them specific. Making them specific is setting yourself for failure. On the other hand, when you make them general, you can achieve them in a number of different ways. For instance, it is more realistic to aim to be a good contributor to the welfare of your community than to aim to be voted the most outstanding citizen.
- Once you have selected your long-term goal, analyze it in terms of the short goals you must achieve in order to get there. Figure out the path that your short-term goals need to take. In most cases, there is usually more than one way of achieving a long-term goal. It is not mandatory to take the path that someone else took. You can go about it the way you feel most suitable for you.

- Start now. Start working on the short-term goals systematically. Set up a realistic time schedule, and keep in mind that things that are worthwhile usually take time. Most people tend to underestimate the length of time it takes to achieve a certain goal. It is important to be patient, or else you will end up feeling anxious, tense, and frustrated.

Rules That Can Help You Set Good Short-Term Goals

- Short-term goals should be realistic, just like long-term goals. You need to make them small and discrete, such that they will lead towards the long-term goal. You should be able to accomplish them more or less immediately.
- They should be more specific. You need to specify them enough such that you can be able to determine your next step, as well as where you are going.
- You should plan and organize your approach towards achieving these short-term goals in such a way that you are more likely to get them done.
- In case you fail to achieve one of your short-term goals, avoid magnifying it out of proportion. Just because you have failed or made one mistake doesn't mean that you will never achieve your ultimate goal. If you fail at a short-term goal, just step back and try again, or look for another way to get around the obstacle.
- Celebrate each time you achieve a short-term goal.

Psychologists refer to this as rewarding or reinforcing yourself for the desired behavior, and it is very effective. You don't need to reward yourself with something big. Let's say, for instance, that you are studying for an exam. Reward yourself with a nut or piece of candy every time you complete a unit. It is advisable to keep the units small and set frequent rewards.

It is usually less effective to set massive rewards after extensive amounts of work. You can apply this basic idea to any task. However, this does not necessarily mean that you cannot reward yourself after accomplishing a major task. If you complete a semester or a course, treat yourself to a short vacation trip, an expensive dinner, or some kind of gift. When you arrange your life this way, you will enjoy yourself, as well as what you are doing.

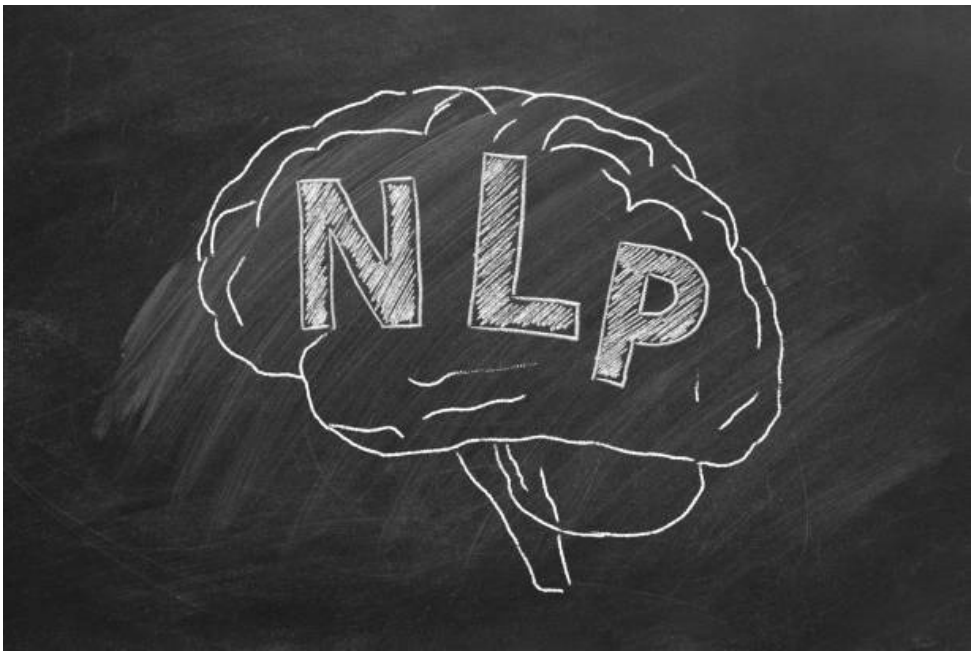
Once you have established your long-term and short-term goals, you can then program them into your subconscious mind using the rules of administering autosuggestions. Once this has been done, do not focus on your goals.

When you focus too fixedly on your goals, you will find yourself too future-oriented to be in the present moment – always on a journey with no destination. Looking too much into the future can make you unhappy with the present, and ultimately make undesirable sacrifices to achieve your goals. If you are always focusing on your future goals and are preparing to enjoy the future, the future might never come.

You need both planning and direction when setting goals. Once you have formulated them, you need to put them at the back of your mind and start to pay attention to the present.

Chapter 9

NLP AND HYPNOSIS



NLP is often used in combination with hypnosis. This is done to make the training and process a lot more efficient. The main aim of hypnosis is to achieve maximum concentration. The objective is to remove any distractions and hindrances; this would make the person's mind free for control and manipulation. NLP can often be seen as an abstract art that could take time to develop, to increase the retention of the mind, hypnosis is used. The combination of the two helps to instruct the mind.

Our mind gets focused on a particular detail or thought when we are hypnotized. The hypnotizer or the trainers aims to reduce distractions and noise until our focus is on one thing. We concentrate on a particular point, and this makes our senses more receptive. It also makes the mind more active and open by being receptive to receiving more signals. When this takes place, NLP training is incorporated. Points are stated and emphasized on so that it stays in our mind. Since we will not be distracted and our mind remains relatively empty, it is easier for the mind to accept this information and store it for a long time. Also, in this state the mind will perceive all instructions as facts instead of goals, thus the mind directs us to perform certain tasks a lot better. There are various other methods that are utilized depending on the subject. NLP can also be performed

without a trainer through self-hypnosis. Listed below are a few ways through which you can hypnotize yourself for the purpose of NLP.

- Start by becoming comfortable. Wear comfortable clothes and reduce all constrictive articles of clothing like watches, belts, sashes, etc. Wear loose-fitting clothes that help you breathe evenly made of lightweight materials.
- Similarly, ensure that you are in a comfortable environment. Let the room be clean, smell fresh and make you feel comfortable. Reduce all distractions and clutter in the room. Switch off the TV, switch off your phone and stay away from gadgets for a good 30 to 45 minutes. Ensure that the temperature of the room is also according to your requirement. The room shouldn't be too hot nor should it be too cold.
- Sit in a comfortable chair in a position that suits you and shut the door or ask people to not disturb you for a while.
- Once you have sat in a comfortable position, start by thinking of your goals and your objectives. Speak in a clear voice to yourself and state this in the present tense. Also, ensure that you speak like it is already happening. For instance, instead of saying, "I want to quit smoking", say, "I have quit smoking and I feel a lot better about it."
- Relax your mind and body. Maintain a good posture and avoid crossing your arms and legs because you will start to fidget out of discomfort soon. Focus on part of the body at a time and try to relax it. Relax each part little by little and think of a comforting place or surrounding like a garden or a valley. This will calm your senses faster. Use extensive imagery that is comforting and soothing. If you don't feel completely relaxed, don't panic. This will increase distraction. Let thoughts flow into your mind and keep trying to get relaxed.
- Once you feel that your body is properly relaxed, start by breathing in and out at a good slow pace. Ensure that you are aware of your breathing. Breathe in like you are inhaling a good pleasing scent and exhale imaging that you are releasing all the toxic from your lungs. This action of inhalation and exhalation is therapeutic and lets you calm down. Keep doing this process until you feel like you are floating. When you have attained this stage, you have entered the hypnotic trance.
- When this happens, keep reciting your goals. Use positive words and words of encouragement. Avoid any negative terms. For instance, instead of saying, "I don't want to fail", state "I will succeed with great results". Negative words get stored in the unconscious parts of the mind and this can impact your actions. Also, it is very hard to alter the unconscious mind. Also envision your thoughts, envision your actions, and imagine that what you are saying is truly happening. You will immediately be able to see yourself in that situation and you will feel happy.
- After a few moments of doing this, start by erasing your imagination. Stop envisioning and imagining and start thinking instead. Start this process slowly;

imagine that you are in your present situation. The chair you are sitting in, the room that you are in, and the clothes you are wearing. Keep increasing this in real-time until you feel that you have completely come out of your imagination. Once this is done, open your eyes slowly and breathe in and out slowly and steadily as you open them.

- You can repeat this process twice to thrice a day and you can do this for a period of 30 minutes. This will maximize the results and increase your ability to achieve your goals.

Chapter 10

PRACTICAL USES FOR HYPNOSIS

The first thing a psychologist has to do when they use hypnosis is to let the patient know what hypnosis is and is not. Oftentimes, when hypnosis is displayed on a TV show, the subject typically ends up quacking like a chicken, ends up naked, or they assassinate the president.

Even with stage and TV show hypnotists having damaged the public view of hypnosis, an increasing amount of scientific research has found information on its benefits in helping with a large number of conditions like phobias, pain, anxiety, and depression.

Hypnosis can create a very relaxed state of focused attention and inner concentration for the patient, and the technique can be changed for different treatments. Patients have the ability also to learn how to hypnotize themself at home to help alleviate symptoms of anxiety or depression, improve sleep, or reduce pain.

For centuries, hypnosis has been used to help the pain. Army surgeons, during the Civil War, used to hypnotize injured soldiers before they amputated a limb. Guy H. Montgomery, a psychologist, is among the leading researchers. He has conducted extensive research on pain management and hypnosis.

Hypnosis can help people of all ages. Hypnosis has proven to be very effective in teens. Teens learn fast, and they can receive a lifetime of benefits from hypnosis. Let's look at some of the best uses for hypnosis.

Confidence

Suffering from low self-esteem is one of the main underlying causes of most negative behaviors like maintaining unhealthy relationships and overeating. Most of the time a person will have a poor view of themself because of negative programming from a young age. The subconscious mind can hold onto these misperceptions all through life, and they can sabotage a person without the person knowing it. Hypnosis will allow the person access to these beliefs and causes.

Weight Control

Hypnosis will give you the skills that you need to learn how to control your eating, eat healthy foods, and find the motivation and time for exercise. Typically, weight control hypnosis is aimed at figuring out the reasons why you are eating in such an unhealthy way. It could be emotions that you associate with certain habits or foods that you had as a child. The hypnotist will then work with the client to resolve the associated emotions so that they will quit affecting their eating habits. Once the root cause is discovered, these findings will be used to help reinforce motivation and healthy habits.

Relationship Problems

Hypnosis provides surprising results in this area. There are a lot of issues that can be involved in a relationship that can benefit from hypnosis like forgiving the past, communication skills, acceptance, and anger management. Depending on what is happening in the relationship, the couples may be seen together or separately. Instead of looking at the past, they will work to visualize the kind of relationship the couple wants, and the areas that need to be worked on.

Stress

A lot of medical authorities and studies agree that the effects of stress on life in society today are almost at pandemic levels. Stress can wreak emotional and mental havoc and is one of the main contributors to most physical ailments. Hypnosis can counteract these effects by showing the body and mind an easy way to relax. A lot of people will learn self-hypnosis to help treat themself. This will provide them a major positive impact on their life, job, and family.

Habitual Behaviors

Habits are behaviors that are learned over time. For the most part, the conscious mind thinks it has everything under control until the day that it tries to resist a behavior, like nail-biting, and then realizes that it has to do it. When you are hypnotized, the therapist can communicate directly with your subconscious mind to change these behaviors. That voice inside your head that is constantly whispering “do it, just little won’t hurt” will quiet down and could start saying the opposite. Energy Awareness Process is typically used in situations like this.

As a patient continues to undergo hypnosis, the motivation that the conscious mind feels is sent to the subconscious, and the patient will have the ability to switch up their behavior.

Some of the most common habits that people change with hypnosis are:

- Pornography use
- Gambling
- Face picking
- Teeth grinding
- Nail-biting

Pain

When it comes to pain, hypnosis can be used to treat many different situations. One of the most common complaints is chronic pain. Using hypnosis to help chronic pain should not be used as a substitute for medical care and isn't a cure-all. But, when it comes to chronic pain, the subconscious mind will often become conditions to feel the pain in body parts. Even if the areas have healed up, the subconscious will still associate pain with certain situations and movements. It is often difficult to figure out whether the pain is caused by real pain, or from the subconscious association. Hypnosis can be helpful in getting to the main cause and in helping the body and mind to heal together.

Hypnosis can also be used during pre- and post-surgery. Hypnosis can be helpful in calming patients before surgery by reducing their fears so that they can go into surgery with a healing and positive attitude. After the surgery, hypnosis is helpful with finding visualizations in the subconscious that the patient can use on their own to speed up their healing.

Performance Enhancement

What if you were able to be ‘in the zone’ whenever you want to be instead of hoping it will happen. Hypnosis helps people learn how to put themself in that zone by learning how to use centering, relaxation, and visualization techniques. It won’t matter if you’re taking a test, presenting a project proposal, or hitting a golf ball; hypnosis will be able to help.

Dreamwork

Randall Churchill developed the special process of dreamwork. It's a technique of using important dreams that the client brings to the session. There isn't any sort of dream interpretation as it can often become overly misleading and intellectual. Instead, they will typically find a resolution with the use of hypnosis and Gestalt Therapy to find an understanding. The biggest reason for dreamwork is that every area of a dream reflects a different area of the client. Therefore, conflict in a dream often relates to conflict in the person. Gestalt dialogue is often used during hypnosis as means of integration.

Regression

Regression is often used as a way to discover the root cause of a problem. In a regression session, the client will be taken back to their memories from earlier in life or childhood to figure out the reasons behind certain behaviors or perceptions. In hypnosis, the subconscious will be asked to bring up memories that relate to certain situations. The subconscious will then choose the right memory that relates to the habit or emotion. Any memory that comes up with be appropriate and safe and will be chosen by you and your subconscious.

A lot of people will often feel nervous when considering going back to a past memory, and that’s understandable. Everybody has had tough times. But the reason for this is to let go of patterns that you’re still carrying.

Past Life

Past life regression can be used to figure out answers. It even helps people who are skeptical about past lives. There are some that see past lives as a metaphorical story that the subconscious provides an insight into things that can't be expressed otherwise. No matter what you believe, a past life regression helps provide a way to look at your choices and life.

People decide to do a past life regression out of curiosity or because they have heard other people talk about it. Others may be drawn to it to help resolve certain problems they could be experiencing. However, some people have fears that they aren't able to trace back to a certain event in their lives.

Smoking Cessation

Often, smoking was stopped through hypnosis by using a suggestion while they were hypnotized. New research has found that smoking needs to be approached just like any other habit. You have to find the underlying trigger for smoking and resolve that trigger. Hypnosis gives the client the chance to find that trigger. This treatment form is effective

and helps with long-term cessation, but it's not a quick fix. The client has to be willing to find the deeper issues that are involved with their smoking.

CONCLUSION

Hypnosis is and has been a prevalent part of pop culture ever since humans began to investigate the brain and its functions. The term comes from the Greek term “Hypnos”, meaning “sleep”. However, as hypnosis has changed and evolved along with its connotation, the literal translation has become a misnomer. A way of utilizing charisma, suggestion, and therapy to induce a uniquely human condition which we call trance, hypnosis has become an interesting and highly debated topic.

The idea of hypnosis first reached the public eye as we know it today in the late 1930s, although modern hypnosis itself was first introduced to the world of medicine in the late 18th century. As you can see, hypnosis has been relevant and present in the world for a very long time—it's not just a fad or a temporary bout of hysteria. No, hypnosis isn’t nearly as magical as some may make it out to be. Hypnosis is a very scientific process that helps people to ease their pain, fight mental illness, and calm overall suffering in the lives of many. Hypnosis itself has evolved from a mysterious process to a stage show, a party trick—of course; it’s also used more successfully in therapy now more than ever. This evolution of hypnosis and its allure in the media begs the question, why is it so interesting? What’s so enrapturing about hypnosis?

The answer likely lies in why we are so fascinated with sleep and the afterlife. Although hypnosis has a little tether to what happens after we pass, it does represent the unknown. Because hypnosis is, although old, still a fairly new area of study new to its mystery in the world of medicine, we have yet to grasp it in its entirety. There are many scientists and researchers of hypnosis who posit many different theories every day having to do with hypnosis, hypnotic trance, induction, suggestion, and many other things. Because we understand fairly little about the process itself, we seek out more mystical explanations for it. Similar to the afterlife, we fill in areas where we have no answer with often fantastical ideas and possibilities.

Somewhere along the way, hypnosis developed from a mystical medicinal field to a sort of overdone party trick. This party trick, although often dramatized, can hold just as much power as therapeutic hypnosis. Although television and media have portrayed this sort of hypnosis as sinister or silly, recreational hypnosis has a fairly large following, and that recreational hypnosis fills in the gaps of actual experience or a medical degree, with placebo. The charisma and confidence of a hypnotist are what ultimately sells hypnosis as a therapeutic or recreational process, so those who are enraptured in the “performance” of the hypnotist pay less attention to any technical mistakes that might’ve

been made. This is also why those who are more prone to daydreaming and those who focus easily are more susceptible to hypnosis and trance.

Hypnosis may also be considered a highly interesting topic to society now because we have a strange fascination with loss of control. Although hypnosis isn't technically any real loss of control in its entirety, we do cease to become totally autonomous and independent while in trance, so it may be that we're fascinated with that sensation. We're often plagued with stress in life, and ways to relieve that stress are marketed as heavily as water, soda, and candy. Hypnosis is a way to truly relieve stress in a very effective way, although temporarily—you can't be stressed over something if you've ceased to think thoughts the way we're used to. If we shut off the conscious mind and feed the subconscious only positive information, we remove most/all sources of stress from the hypnotic subject for the duration of the session. Additionally, many hypnotists, both recreational and therapeutic, tend to add post-hypnotic suggestions which involve the subject still feeling relaxed focused, and happy, even after the session has ended. These suggestions can last any length of time depending on the suggestion and the subject. Some suggestions can last minutes, some can last weeks. Sometimes, those suggestions have to be removed by the very same hypnotist that placed them in the subject. However, if the subject is aware of it and very adamantly against the suggestion, most subjects can remove it themselves, or allow it to fade into the background of the subconscious mind.

That subconscious mind plays a massive role in the development of the relationship that inevitably builds and swells between a hypnotic subject and their hypnotist. When the subconscious is bared that way, even if the exchange isn't at all meant to be romantic, the very experience itself is, by design, a very intimate interaction between the two people. Hypnosis is often an experience that takes place more than once between the same pair of people, the same subject, and the hypnotist working together. Because these two people so often work with one another, the hypnotist and subject often grow much attached to one another. It can be difficult, actually, to avoid building a connection with your subject as a hypnotist. Even as beginner or novice hypnotists, all humans have at least a mild compulsion to take care of those around us. When we put a subject in trance and see the pure and raw trust that the subject has put into their hypnotist, we can't help but try our hardest to fulfill that trust, giving the subject a satisfying experience. That trust is a kind of latent function of hypnosis—the building of a relationship takes a back seat to the appeal of persuasion and control, but that relationship is never one that should be ignored by either party.

Hypnosis is, admittedly, not used as widely as the public fascination with any way to release stress would suggest. But this may simply be because many people don't think hypnosis is real, to begin with. It also may be up to the fact that many therapists aren't licensed in hypnotherapy. Stress relief through hypnosis doesn't have to be sought out only through therapeutic practices, though. Recreational hypnosis brings most of the

same components to the table—although in recreational hypnosis, the point is to focus on the subject's pleasure/fun, not helping a serious mental problem they may have, or trauma they may have repressed. It may be that when put in an environment where the hypnotist or partner is someone you trust more than a therapist you may not actually know, the subject has a much easier time relaxing and enjoying the experience.

Of course, there are some people who are simply too stressed out to go into trance properly. Those who suffer from chronic anxiety or stress to an extreme degree likely have much more trouble relaxing and focusing on one particular thing, so they would need a veteran or expert hypnotherapist to help them. There's no one who can't ever be hypnotized but being in a state of panic for most of your life certainly doesn't help your case very much. If you're going into your first session of hypnosis, remember that what makes hypnosis actually work most of the time is the ability to relax and focus. These two things are the key to a successful and satisfying trance. Taking deep breaths and keeping your heart rate low are good first steps to prepare yourself to be hypnotized, especially since the first requests of a hypnotist are usually to being breathing deeply and calmly. It may help to count 3 seconds of an inhale and 5 seconds of an exhale, but different things work for different people.

However, hypnosis gets its power from your mind and mine. The power of believing in hypnosis is the power that drives it to work in the first place. So, of course, if you don't believe in it, it ceases to exist. If you do believe in it, then hypnosis is as real as any other power of the world or of the mind. When you think about it in that sense, "mind over matter" proves itself to be true.

PRINCIPLES OF PERSUASION

Learn Different Tips And Techniques To Become A Successful Persuader

INTRODUCTION

Do you know that persuasion occurs much quicker than influence? You will usually come up with a strategy for persuasion before as well, where influence might end up happening without even trying. In order to be good at persuasion, it is something that you have to practice. Since sometimes you only have one shot, you have to make sure that you are not going to ruin your chance to be persuasive.

Influence can make it easier to convince someone of something or to recover when you have failed to do it. If you persuade someone to do something and get caught and labeled as a manipulator, it can ruin your credibility. Not all forms of persuasion are bad, but some people are wary that you might be trying to control them, so if done in the wrong way, it can make them turn away from you.

Even a thirty-second ad can be persuasive. There is no time limit that says how quickly or how slowly you can persuade someone. You might have a year to persuade someone to move to a different neighborhood, or you might only have a minute to persuade them to sign a lease for a new apartment.

In either scenario, the right persuader would have no problem trying to convince the other person to do what they want. If something takes too long, however, it might turn into a form of influence, or you might just have to find a different way to be persuasive.

Sometimes you do not even have to say anything; just a look can be enough to persuade. Someone might be trying on a certain outfit, and without saying that it makes them look bad; the look on your face can be enough to make them realize they should choose something different.

At the same time, we also have to look at how not saying anything can persuade someone to make a certain decision. If someone talks about wanting to do something, and you give them a simple head shake, they might be persuaded not to follow through with it at all and pursue something else instead.

Even though it can be short term, moments of persuasion can have long-term effects. If you did persuade someone to sign a lease within a short period of time, that lease could be for twelve months, and that person is now committed to a certain apartment. Before you attempt to persuade, you have to ensure that it is going to be mutually beneficial for both parties.

You do not have to have a close relationship with the person you are persuading. Sometimes we can persuade the salesclerk to give us a discount, or we can persuade a

customer to go through with a larger sale. While influence requires a longer-term relationship, persuasion can be accomplished from the moment you meet someone.

You must be a persuasive person in order to carry through the motivation for a choice one way or another. If you come off as untrustworthy, or someone who is not authentic, it is going to be harder to be persuasive. Persuasiveness comes naturally for some, but it can certainly be learned by even the most suspicious-looking people.

Influence occurs with people who might have been admiring the influencer for a while, so it is easier to become influenced by them. Persuasion requires a little more work. You do not have that trust to fall back on, so you have to make sure that you are building an authentic case for yourself.

Chapter 1

PERSUASION

Persuasion is the capability of presenting something in such a way that you make people to believe in information, or to motivate them to decide.

As you can see, both persuasion and influence involve a change in behavior and attitudes; the difference is how this change happens. When you try to change the other person's behavior using your actions and words, you are trying to persuade the person. If you can change the characters and thoughts of the other person using your personality, then you are trying to influence them.

People are prone to reciprocating favors done to them. Like the biblically stated giving, it often comes back in good measure, pressed and running over. Adam Grant is an author, psychologist, and University of Pennsylvania lecturer. In his manuscript Give and Take, he documents research that demonstrates people who constantly help others achieve more success in the long run.

The giving here does not have to be monetary. You can give time, advice, support, or information. This notion is often exemplified in company websites. Let's say you're looking for a weight loss product. You land on one website, which simply gives you a list of their products plus the benefits.

The second website first gives you information about your weight. If offers you a free calculator where you calculate your Body Mass Index. It explains what BMI means in relation to your weight and overall health. It gives you information on factors affecting your weight: age, lifestyle, diet, and so on. All this material is offered to you before you part with a single cent.

Which website will you buy from? The choice is obvious. Even if you don't buy immediately, you will mark the site for when you're ready to make a purchase. You're also likely to subscribe so that any new information does not pass you by.

When you give, you make people feel valued and appreciated. When you then ask something from them, whether it's to make a purchase or join a certain cause, they'll be more than ready to reciprocate. Such is the power of giving before asking to receive.

Consider your audience in phrasing your message. The way you address college students must be different from the way you address senior citizens. You may also have to modify different genders' presentations.

Let us use the example of health products; weight loss products to be precise. When introducing such products to women, you can emphasize the need to look good in cute dresses, avoid stretch marks, acquire a bikini body, and so on. These are issues close to their hearts.

Men may not respond as effectively to a message phrased as such. The word 'fat' seems not to sound as atrocious to men as it does to women. If the old clothes don't fit, how about just get others a size (or 3) larger? And don't even get started about the beach. They'll comfortably sport their beer bellies, shirtless, and enjoy their holiday without a care in the world. They insert 'big' before their name and actually make it sound cool. Thank you very much, Big Austin.

See? A message that was well received by the women goes in and out for the men. Perhaps the way to get men to listen in this case would be to hit below the belt, quite literally. Tie your products to sexual health. Sexual prowess, to be exact. The idea that they can be beasts (or close) in bed can get them eating oats and celery sticks in no time. Or whatever else you suggest.

If you're speaking to a creative, such as an artist, do not drown them in analytical figures. Spare that for the business executives. These ones are fascinated by numbers; they say they don't lie. Creatives thrive in hearing how ideas will come to life.

You must carefully choose which detail to exemplify, depending on whom you're speaking to. These are just a few examples of personalizing the message, depending on the receiver. The principal goes beyond the business world to other facets of life. You should now be in a position to do the same, depending on your situation.

When people do not positively receive your message right away, you have to be prepared to say it time and again. Sounds like nagging, right? Not necessarily. Think of

politicians campaigning for political posts. They campaign for months, speaking to people every day, essentially repeating the same message over and over. Should they lose that particular election, they return the following one and continue expounding the reasons they believe they're best placed to represent the people. Former president Abraham Lincoln lost eight separate elections before he was elected to the highest office in the land.

There is something about a man (or woman) who asks without ceasing. One who refuses to back down. The persistence convinces people he has ideas that will make an impact on their lives. Even the most stubborn of them end up listening.

How can you remain persistent without being a nuisance? Keep paraphrasing the message. Say things differently. Add some more details each time. Develop a demo or prototype. Collect relevant statistics. People respond better to something they can see as opposed to plain words. Give the listeners time to process the information, then communicate again. Keep knocking on that door, and eventually, it'll be opened one way or the other.

To make others see your point of view, you have to communicate with conviction. Your verbal and body language make the first impression and determines the perception of the listener towards you. Whether you're giving a speech, speaking to a small group of people or to a single person, confidence is key.

How do you portray confidence? Body language first. Walk with your head high. Maintain steady eye contact. Shake hands firmly. This will make people want to hear what you have to say. Listen attentively when it's the listener's turn to speak. Nod periodically.

Confidence carries an aura of energy that is instantly transferred to others. It motivates and excites them about your ideas. They can see you're totally sold on the idea, and this will increase their curiosity and make them want to try it.

Make your listener see there is a limited time. This is a strategy mostly used in marketing. What do they tell you? Hurry while stocks last! Offer valid for the first 100 buyers! Buy today and get a discount! In most of these sales, the stock is not as limited as they want to make you believe. They know a sense of urgency works. They manage to convince you it'll be a privilege to be among the first buyers and receive a certain offer. And it works.

Still, on marketing matters, make sure you demonstrate that other people have shown interest or given good appraisals of your ideas. In this age of social media, you can rely on the response you're getting online as proof of interest.

Basic Principles of Persuasion

The psychology of persuasion is based on six principles, namely:

- Scarcity
- Reciprocity
- Sympathy and likeability
- Authority
- Commitment and consistency
- Social proof

Reciprocity

We are compelled by social norms to react to favor and respond with another favor. We do that naturally so that we do not seem as being ungrateful. It is much easier to have someone do something for you after giving them a gift or doing something for them. This generates makes them feel obligated, and such a feeling of obligation inclines them to consent to your request.

Initiating a favor can result in so many reciprocations of the favor in the future. This principle is widely applied in sales and marketing, where free samples and giveaways are used to initiate transactions. When using the principle of reciprocity to influence others, it is good to be careful. First, you should have a clear understanding of your target audience, what they want, and why you want to influence them.

Consistency and Commitment

There is a tendency in every human being to want to appear consistent before others. There is an inherent need in us to be consistent with want we have bought what we said and what we've done. We feel the pressure to act following our prior commitments when making new decisions. For example, you can keep old customers with ease that you can attract new ones.

Commitment is fueled by the desire to appear or look like someone consistent in behavior and attitudes over time. We are more likely to consistently go through a plan after we commit to it publicly. For example, let us say that you have five restaurants where you can call to order a meal. You call three of them to order supper, for three different types of food. By the time you pass by each restaurant to collect your foods, you find that only one restaurant has prepared the food well and it is ready, but for others, you will have to wait for thirty more minutes. The chances are high that next time when you need the same service, you will not call the two restaurants where you were delayed for thirty minutes. You will feel compelled to call the one that served you well because you think that they will be consistent in their commitment to serve you well.

Social Proof

When we are faced with uncertainty, and we really don't know which decision to make, we observe what others are doing for some social proof or evidence of whether something is good or not.

For example, let us say that you arrive in a new city unfamiliar to you. You go looking for a restaurant, and you come across two restaurants that look quite similar. One is empty, and the other one is almost full. Which one will you choose?

At that moment, you will rely on what others are doing to make your decision, and you will find yourself choosing the almost full restaurant. To be accepted by our society or social sub-groups, we tend to act in the same way as our community does, even if it is wrong. Also, if you know the truth, you may find yourself doing wrong with the masses, other than turning around and telling them the truth. We tend to follow trends, and marketers have mastered the art harnessing the power of social proof.

Sympathy or Likeability

The chances are high that we can get influenced by the people we like. If someone you love wants or asks you to do something, you are more likely to do it. Even something superficial as the physical appearance of someone can influence you to do something for them. When you like someone, you want to reflect on them. If the people you like are doing something, you also want to be part of doing it because you want to be associated with them. You will be influenced by ease to support a cause that your family, colleague, and friends also support so that you can find safety in them by reflecting what they are doing and doing it as well. Companies use this principle with great success when they send sale agents in their communities. It is more likely that people will buy from others who are like themselves, people they know and respect or friends. Sympathy is, therefore, key to influencing buyers. People will rarely buy something from someone they don't like.

When you reflect someone else's behavior, such as dressing in a way that aligns with their interests, speaking the same language, or copying their body language, they will like you and sympathize with you.

Authority

People tend to believe people with authority or someone they trust and respect. The ordinary individual will tend to accept what is being said by any individual showing authority without questioning it. A figure of authority can be a politician, a celebrity, or any other local hero, well known to the people. You can influence people in a great way by using a figure of authority to deliver your message, other than having to do it yourself.

In general, people tend to obey authority figures, regardless of whether those authority figures are questionable. It is human nature. That is why companies use persons with

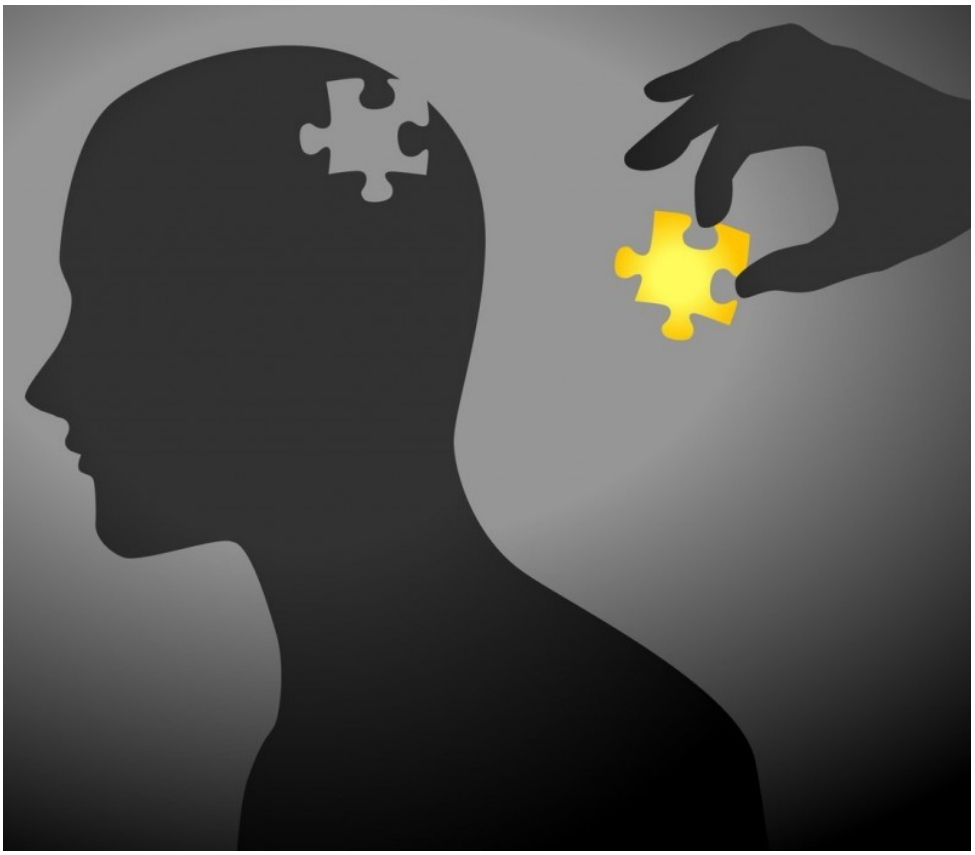
authority to advertise their goods. The opinion of such professionals and experts is critical and acts as a testimony to guide customers who are not sure about a purchase.

Scarcity

People want something more when they realize that its supply is inadequate. When there is a perception that something is limited, it is the nature of human beings to want it more. To buy something when it is the very last one, or in a situation where a perception has been created that the special expires soon is a common human behavior. Businesses use such techniques to make huge sales within a short time. When customers or supporters get some wind that there is limited stock, tickets to an upcoming event being limited, or just a few volunteer positions remaining to be filled, they get a feeling that they might miss out and act quickly to secure their items or positions.

Chapter 2

MANIPULATION AND PERSUASION



Many people fail to recognize the nuances between manipulation and persuasion. Despite the fact that both seek to convince someone else to do something else, they are quite different in enough keyways to be classified completely differently. One is only beneficial to the manipulator (manipulation) while the other ideally, should benefit both people. Because of these key differences, manipulation becomes far more insidious than persuasion. The manipulator sees the other person as a tool, a means to an end, whereas the persuader sees the other person as a partner.

Defining Persuasion

Though persuasion involves changing the mind of someone else, it is not necessarily a bad thing—there are plenty of ways that persuasion can be used innocently or benevolently. Persuasion is any method that will actively change the thoughts, emotions,

actions, or attitudes of another person toward another person or thing. This change is seen as a persuasion. It can be done inwardly toward oneself through changing one's own attitudes, or it can be done to other people as well.

Usually, persuasion is used as a form of influence—it is everywhere. It is present in ads, politics, schools, professions, and just about everywhere you could think of. If you can think of something, chances are there is some sort of persuasive layer to it somewhere and somehow.

When persuading someone, there are four key elements that must be present. These four elements are:

1. Someone who is doing the persuading
2. The message or the persuasion
3. A target recipient for the persuasion
4. A context that the persuasion is received

Each of these four key elements must be present for something to be considered persuasive. Of course, this means that manipulation would fall within the category of persuasion as well.

Defining Manipulation

In psychology, manipulation is a type of influence or persuasion, but unlike regular persuasion, manipulation is covert, deceptive, or underhanded. This means that, unlike regular persuasion, which seeks to be most honest, manipulation is often untrustworthy. The manipulator will have no qualms about lying about the situation or attempting to coerce the target into believing something, so long as he gets what he wants.

The manipulator seeks only to further serve himself—he does not care about the target and does not care about hurting the target. The target is seen as little more than collateral damage—a necessary sacrifice to get the desired results. As such, manipulation tactics are oftentimes quite exploitative and are almost always meant to be insidious and harmful.

Successful manipulation requires three key concepts to happen. These three are:

1. Concealing the intentions and behaviors while remaining friendly upfront
2. Understanding the ways, the victim or target is vulnerable and using those vulnerabilities to the advantage of the manipulator
3. Being ruthless enough to not care about the harm caused to the victim

Manipulation can take several different forms, but most of them follow the pattern of being covert, harmful, and causing no guilt to the manipulator.

Key Differences

Ultimately, persuasion and manipulation are quite similar: They are both forms of social influence, but that is where the similarities end. While persuasion is generally positive, even within dark psychology, manipulation is not. Manipulation is harmful, ruthless, and insidious in every way, shape, and form.

When you are trying to decide whether something is manipulative or persuasive, there are a few questions you can ask yourself to decide. This simple test can allow you to analyze what you are doing and saying to ensure that you are making the choices that work best for you. If you are not looking to manipulate, but the questions tell you that you are erring on the side of manipulation, you know to tone it down a bit, lightening up on the manipulative factors. These questions are:

- What is the intention that has led you to feel the need to convince the other person of something?
- Are you being truthful about your intention and the process?
- How does this benefit the other person?

The persuader is going to be attempting to convince the other person from a good place—they intend to help the other person somehow. While they may benefit too, they are primarily looking out for the other person's best interest. For example, you may try to convince someone to buy a specific car because it will work better for their family than the car that the person is currently looking at. This would be seen as persuasion—you are offering facts about the other car and showing how it would likely serve the person longer and better.

On the other hand, the manipulator is not concerned with the needs of the other person—the manipulator is going to attempt to push for whatever benefits him or her the most. There is no good intention and there will likely not be much truth either. It is also not likely to benefit the other person much or at all and may even be detrimental to the other person. For example, the manipulator may try to sell a car that is no good for the buyer simply because the other car may be worth more money and therefore net a much higher commission. The car is not likely to be very good for what the buyer needs, but that is not the manipulator's concern. The manipulator would see that as something the buyer should know on his own and not bother pointing out the ways that the buyer may be making a bad decision, even if the manipulator knows the decision was wrong.

Chapter 3

PERSUASION TECHNIQUES

The basis of persuasion is to direct the other person to the thought you desire and to make it normal in the basic belief and vision system. To simplify, it is to make the other person think the way you want. That's exactly what it means to convince. If the other person thinks the way you want, you can take the action that you want to take, that is, buying a product or consuming a product.

Located below are techniques to persuade and convince some of the most effective techniques effectively. Persuasion techniques are not limited to these, but they are important for efficiency. You may encounter many other techniques of persuasion, such as rewarding, punishing, creating a positive or negative perception.

1. Creating Needs

One of the best methods of persuasion is to create a need or to reassure an old need. This question of need is related to self-protection and compatibility with basic emotions such as love. This technique is one of the biggest trumps of marketers in particular. They try to sell their products or services using this technique. The kind of approaches that

express the purchase of a product to make one feel safe or loving is part of the need-building technique.

2. Touching Social Needs

The basis of the technique of touching social needs are factors such as being popular, having prestige, or having the same status as others. The advertisements on television are the ideal examples. People who buy the products in these advertisements think they will be like the person in the advertisement, or they will be as prestigious. The main reason why persuasion techniques such as touching social needs are effective is related to television advertising. Many people watch television for at least 1-2 hours a day and encounter these advertisements.

3. Use of Meaningful and Positive Words

Sometimes it is necessary to use magic words to be convincing. These magic words are meaningful and positive words. Advertisers know these positive and meaningful words intimately. It is very important for them to be able to use them. The words “New,” “Renewed,” “All Natural,” “Most Effective” are the most appropriate examples of these magic words. Using these words, advertisers try to promote their products and thus make the advertisements more convincing for the liking of the products.

4. Use of Foot Technique

This technique is frequently used in the context of persuasion techniques. The processing way is quite simple. You make a person do something very small first because you think they can't refuse it. Once the other person has done so, you will try to get him to do more, provided he is consistent within himself.

First, you sell a product to a person at a very low price. Then you get him to buy a product at higher prices. In the first step, you attract him to yourself, so you convince him to buy it. In the second step, you convince yourself to buy products at a higher price. Their acceptance of a small thing will help you to fulfill the next big demand from you.

After refusing the small request from the other party, you feel a duty to make a big request from the same person. This is usually the case in human relations. For example, you agree when your neighbor comes and asks you if you can keep an eye on the shop for a few hours. If your neighbor comes to ask you to look at the shop all day, you will feel responsible and probably accept it. This means that the technique of putting a foot on the door is successfully applied.

5. Use of Orientation from Big to Small

The tendency to ask from big to small is the exact opposite of the technique of putting a foot on the door. The salesperson makes an unrealistic request from the other person. Naturally, this demand doesn't correspond to the real issue. However, the salesperson then makes a request that is smaller than the same person. People feel responsible for such approaches, and they will accept the offer. Since the request is small, by accepting it, people have the idea that they will help the salespeople and the technique of moving from big to small requests works.

6. Use of Reciprocity

Reciprocity is a term for mutual progress of a business. When a person does you a kindness, you feel the need to do him a favor. This is one example of reciprocity. For example, if someone bought you a gift on your birthday, you would try to pay back that gesture. This is more of a psychological approach because people don't forget the person who does something for them, and they try to respond accordingly.

For marketers, the situation is slightly different from human relations. Reciprocity takes place here in the form of a marketer offering you an interim extra discount" or "extra" promotion... You are very close to buying the product introduced by the marketer you think offers a special offer.

7. Making Limits for Interviews

Setting a limit for negotiations is to provide an approach that will affect future rights. This is particularly effective when negotiating prices. For example, if you are trying to negotiate a price to sell a service, it might make more sense to start by opening the price from a higher number. Opening from a low number is not the right method because you have weakened your stretching share.

Even if the limitation for negotiations is not always useful, it's particularly useful in terms of price negotiation. Say the first number and get on with the bargaining advantage.

8. Limitation Technique

Restriction technique is one of the most powerful methods to influence human psychology. You can see this mostly in places selling products. For example, if a store has a discount on a particular product, it may limit it to 500 products. This limitation can be a true limitation or a part of the limitation technique. So, you think that you will not find the product at that price again and you agree to buy that product at the specified price.

The restriction technique is particularly useful in new products. As soon as a new product goes on sale, you can convince people to buy it for a limited time or by selling a limited quantity of products with extra promotions or discounts. People who think that the product will not be sold again at a similar price may choose to buy the product you have chosen thanks to the success of your persuasion technique.

Persuasion techniques are not limited to these. Different techniques can provide more successful results in various fields. However, most of the techniques we may encounter in our daily lives consist of the methods shown here. If you want to be a marketer, if you are trying to sell a product or service, you need to have detailed information about these techniques if you want to make them available.

Chapter 4

SUBLIMINAL PERSUASION

Subliminal persuasion is a term that's mostly found in advertisement. It's often associated with the idea of tricking someone into picking up a message without their awareness. The persuasion is done on a level that those being persuaded can't initially, or easily, pick up on.

It is yet another manipulative tactic that many people use on those around them. Subliminal persuasion isn't as invasive or harmful as other forms of manipulation, but it can still be dangerous. Of all the other forms of manipulation, this might be one of the hardest to detect as well.

The idea of subliminal persuasion is that its influences are below the detectable conscious human level. Those who are being subliminally manipulated won't be able to realize what's going on until it's far too late. In some cases of manipulation, one can recognize while it's happening. For the most part, many people can go years before they realize that they were subliminally persuaded.

The Subconscious Mind

Our subconscious mind works so much harder than our conscious one. It pretty much never shuts off and is constantly making decisions for us before we even realize what's

going on. Even while we rest our conscious mind, our subconscious one is putting on various movies for us in the form of dreams. The subconscious has so much information that it has to create these delusions, daydreams, and other forms of dissociation in a way to process all that it knows.

Our brain is pretty much limitless. There might actually be a number to how many things we can know, but we haven't found it quite yet. We've only made assumptions on how far we think our brain can go. Even though we can basically pack information into our brain all day, never feeling like we know too much, most of us will just use what we have already.

Our subconscious is powerful. It consumes about 95% of our brain, yet we don't have complete control over it. Our subconscious mind could be why we develop certain fears or might make up why we have certain addictions. For every time you felt as if you didn't know why you were having a certain thought or emotion, there's a good chance your subconscious brain knew exactly why.

Your subconscious mind has been working this whole time you've been slacking off! Remember that one time you stayed up all night to get a test done? You might not have specific recollection of that night, but your subconscious does. It's what's reminding you to get your work done on time so that you don't have to endure the pain you felt the day after pulling an all-nighter ever again.

The key to most of our conscious issues lie directly in our subconscious. Why might a person think dogs are so scary? They can usually look to their subconscious mind and realize that they internalized something dark in their past to make them fearful of dogs.

We'll never be fully aware of our subconscious or the way it works, but that doesn't mean we shouldn't try. The more we can understand about the innerworkings of our brains, the better we'll be at fixing it in the long run.

Subliminal Advertising

Subliminal advertising uses our subconscious against us. They sneak certain thoughts, feelings, and emotions into the things we consume in order to buy into their products more. Some countries have even banned subliminal advertising, knowing just how dangerous this manipulation tactic can be.

Advertisers know how to get into our heads, literally. They sometimes even pay people to watch their advertisements while their brain function is monitored. This is to get an idea of how our brains work while watching advertisements. They'll track eye movement to see what part of the commercial is being studied. All this information is then used against us to specifically sell something. Advertising has broken into our brains, understanding how to sell us something better than our understanding of capitalism, and what it means to be a consumer.

Think of a chocolate commercial as an example. The advertisement might be nothing more than a picture of a peanut butter cup. You see the logo for a moment, but nothing else that tells you to buy the treat. You still get the idea of the candy bar in your head, forcing you to end up buying one next time you're at the store.

While it is most easily recognizable in advertisement tactics, there are many people that continue to use subliminal persuasion in order to get what they want.

Social Media

Social media has seemingly taken over the lives of many people. Not only do people create social media for themselves, but they make pages for their dogs as well! Social media isn't all bad, but it's agreeably inescapable.

The people that you follow on social media are likely using subliminal persuasion on you without you even realizing it. They can alter what the world sees of their life, using pictures, quotes, videos, and other small glimpses into their lives. We see more than we would see of their life in any other context, so we start to use this as our identifying factors for a specific person. Many people still keep in touch with those on social media that they haven't spoken to in a decade. Their in-person perception has faded and now all that exists is who they know them for as a social media personality.

Social media has allowed us to create our own new worlds. You get to pick and choose what other people see. You only post the good stuff if you want, or you can share the bad stuff too in an attempt to make yourself vulnerable and more relatable.

All many users see is a happy face of a baby, but they don't see that the same baby puked all over its mom and the new white rug once the camera turned off.

This manipulation makes many people feel less than themselves. They feel inadequate after comparing themselves to the people online that are living so happily. Many use this form of subliminal persuasion in order to make themselves feel better.

Altering Perspectives

This type of perspective altering is seen in ways other than just social media. There are plenty of manipulators that only give others little bits of information, using a ton of energy to cover up some big secret that they don't want everyone else to know. Everyone deserves their privacy, and not all secrets are meant to be shared. There are certain things that can really change a person's perspective, and it's not always fair to keep this from other people.

Friends and family might only tell you certain parts of their life that they want you to hear, not anything that's bad. Your sister might tell you on the phone that she's doing

amazing, when really, her and her husband have been sleeping in separate beds.

Celebrities are the biggest culprits of subliminal persuasion. They go as far as having teams of makeup artists, hair stylists, wig specialists, and wardrobe coordinators to create a seemingly "effortless" look.

How You're Being Subliminally Persuaded

Whether we're comfortable admitting it or not, most people are being subliminally persuaded in one way or another. Many forms of passive aggression can also be forms of subliminal persuasion. Maybe a person's mother makes a comment about how they saw someone at the store they hadn't in a while, making a comment about their weight gain.

This could also be a subliminal message about how the mother feels about her daughter's weight. The subliminal persuasion, then, is that the daughter's perception is now altered. She might feel as though she does not meet her mother's standards of beauty and will alter her life as a result of this mild manipulation.

Those that are doing the subliminal persuasion are usually so lost in their delusions that they'll never recover. They won't be the first to admit that they might carry around some manipulation tactics.

Asking for More

One method that a subliminal persuader uses is to ask for more than they actually need. Perhaps someone needs $5,000, but they know that's a big amount to ask for. So, they'll actually end up asking for $12,000, knowing that's a massive amount of money for someone to borrow. The person they asked might feel bad that they need so much money, and instead offer half in the amount of $6,000 still wanting to help even though they can't give the full amount.

The person that gives in are then under the impression that they have to give at least something. They feel bad for not having enough to give for the original offer. Really, the master manipulator knew all along that they really only needed $5,000.

The person that was subliminally persuaded might end up feeling guilty because they couldn't give more. Even though that person already asked for something once, they can come back because the person that was manipulated still didn't feel like they had given enough.

Doing Favors

Someone that might subliminally persuade another person might first ask for a favor. In some manipulation cases, a person might blatantly tell another what to do, or at least manipulate them in an attempt to get what they want. A subliminal persuader might just

ask for the favor, giving the illusion that they need some sort of help. The person being manipulated feels like they should help out, as they might have a need to care for others. They are also giving the illusion that they are worth doing the favor for.

Those that were subliminally persuaded then might feel as though they're special because they had the privilege of helping another person. They feel good about themselves, like they had value and were helpful to someone. Really, the manipulator just used that need to care to their advantage, getting what they wanted from the person that was manipulated.

This method is seen most amongst bosses. They'll appoint a member of their team to a special position, making them feel like a superior employee. In reality, it was a task anyone could do, and the boss just didn't want to do it themselves.

If you think you might be being subliminally persuaded, it might be a good idea to ask if the person that asked for the favor can do it themselves.

Why might they be asking you? What personal gain do they have when you specifically do the task?

Being Flattered

Flattery is great, but many people use it as a manipulation tactic. They think if they can build someone up and really make them feel good about themselves, then they'll be able to get anything they want out of them.

Children are great at flattery and learn at an early age how to trick people into doing what they want. They understand using charm can lead to happiness in other people, which will lead to them doing things for the manipulator. Most children become aware of this behavior, but many adults continue to practice this subliminal persuasion. A young woman might flatter an older man that isn't all that attractive, but maybe he has money.

Chapter 5

USING BODY LANGUAGE FOR PERSUASION

Know that actions speak louder than words, so being aware of the impact that body language can have is important. With the use of non-verbal communication, you are able to influence the way that other people think, perceive, and act. It is a powerful concept that you have the ability to master. Being great with body language means that you not only have to use it effectively, but you also must be aware of the cues that are used by other people. If you are able to utilize this skill, then your positive manipulation efforts will almost always be successful.

Smile Genuinely

A smile can change the entire mood of a conversation. When you are talking to someone, simply flashing a smile can make a difference between the other person deeming you trustworthy or not. The great thing about smiling as a social cue is that it signifies many different things. It can mean that you agree with or understanding of what the other person is saying. Without verbally saying anything in return, you can put

someone at ease. This is a great tool for appearing to be accepting and inviting. This is one way you can use to control someone's mind by getting to this point of acceptance. Remember this during any manipulation methods that you try.

If a person is trying to humor you, smiling can show them that you find them amusing. This is a confidence booster, and it becomes especially helpful when you are trying to become close to someone. This action shows that you are friendly and approachable. Always share genuine smiles with other people because some are great at noticing the fake ones. When you smile, you should mean it. Any fake action that you take will only make the other person question your intentions when they find out about it. Plus, you will also feel better knowing that you are able to be your true self.

The same way that smiling at others can enhance a conversation, you can also pay attention to the amount that the other person smiles. Non-verbal communication is important because it says things that words sometimes can't. You will know exactly how to proceed with your positive manipulation when you know where you stand with another person. Reading body language leaves no room for guesswork; it can be hard when you have to fill in the blanks about how someone is feeling.

Working on your smile is important if you want to appear charismatic. It is with this type of charisma that you become great at positive manipulation. This, combined with the ability to read other people, will provide you with a well-rounded sense of moods and emotions. It is normally difficult for people to hide a smile, so this is why it is often a good indicator of exactly what is going on in their mind. Not only is this a great social tool, but it will also make you feel good. The more you smile, the happier you will feel.

Casual Touch

Touch can become a big part of social interaction once you become comfortable with it. There are definite boundaries between comfortable, casual touches and those that are shared only within intimate relationships. Generally, quick arm and shoulder touches are deemed appropriate when you are positively manipulating someone. This adds a sense of closeness to the conversation, even if you are not particularly close with the person just yet. Utilizing casual touch states that you understand or that you can relate. It makes you appear to be approachable, much like smiling can.

There are simple ways that you can add casual touching into your conversational skills. One of the easiest is to touch the person's arm when you are expressing words of emphasis. This will draw the other person into what you are saying. You can also incorporate touching when a deep topic is being covered. For example, if your friend expresses that she just lost her job, a casual touch would be appropriate as you express your sympathies. Using this method will give you control over the conversation. When you touch someone, you are the one who is directing the energy.

The touching must be kept on a strictly casual basis. One of the worst ways you can betray someone's trust is by breaking this simple boundary. Remember, you want to show that you are respectful while also remaining approachable. A mistake that is often made is utilizing casual touching too much. Even if no boundaries are broken, it can become awkward when it is happening in excess. When you are first starting out, try only using it to place emphasis on certain things that you say. There is no need to overdo it.

With any form of non-verbal communication, you can also judge a person's comfort level by how much they utilize casual touching. Arms crossed and distance being kept will normally signify that you have some more work to be done before you can attempt to control that person. This closed-off body language likely means that you are not to be trusted. An open stance with some casual touching is a great sign; this means that the other person is comfortable with you. If you get these signals, you are likely ready to positively manipulate a situation involving this person. Sometimes, people utilize casual touching when they are nervous. If their gaze is flighty, yet casual touching is still happening, you might need to wait for a clearer signal that the person is truly comfortable with you.

Firm and Gentle Handshake

Your handshake says a lot about your personality type. Whether you are in a professional setting or meeting a mutual friend for the first time, your handshake is the first impression. When you are in this position, you will want to remember to come across as friendly yet respectable. This balance can be tough to accomplish when you do not have an accurate handshake to match. Put some thought into the type of message that you send to other people when you first meet them. Do you have a firm grip? Do you maintain eye contact? Is there a smile on your face? All these things matter very much when it comes to your handshake.

The key to having a good handshake is having multiple different ones for different occasions. If you are in a professional setting, the handshake will naturally be firmer than a handshake you would give to a friend in a bar. The firmness of your handshake indicates the level of dominance that you are trying to portray during the interaction. Of course, positively manipulation does require dominant energy. You need to be the one who can change things by way of simple suggestions. If you do not maintain this role right away, you will have a lot more work to do on.

Firm does not have to equal rough. You don't want to hurt the other person with your handshake. Keep the pressure at a reasonable level. Think about how you would like them to shake your own hand. There is no need to overdo the grip when you also have several other body language cues that you can utilize. The handshake is merely meant to provide you with a solid starting point, and then the rest can follow. When you are able

to, get into the habit of shaking hands with other people. It can feel formal at first, but it is important that you know how to channel your energy into getting what you want.

Eye contact plays a role in your handshake, as well. The amount of eye contact that you hold can convey different messages to the other person. Not enough of it suggests that you are bluffing or weak. A person might question your motives if you appear to be distracted in this way. Too much of it can be mistaken as a challenge, which you don't want. Starting conflict is not the best way to lead to positive manipulation. You should maintain enough eye contact to remain confident, but not too much that you start making others feel uncomfortable.

The Power of Correct Posture: Mirroring Their Posture

You are probably familiar with the idea that you receive the energy that you give. This is something to pay attention to when you are talking to people. Your posture is the way that you present yourself to the world. Having slumped shoulders can signify disappointment, sadness or even apathy. Keeping them pushed back with your chin up can exude confidence and pride. The way that you decide to stand is very important to every single social interaction that you have. There is no way for you to win someone over by appearing closed off or unapproachable. Some people will follow all the correct steps of positive manipulation but forget to correct their posture. This can make all the difference.

If you are unsure about how you should present yourself to someone, simply mirror their posture. This is usually the best way to gauge your role in the given situation. If someone is being open with you, keeping their stance forward using their hands to explain things, try doing the same. When someone feels that you are on the same page as them, it becomes much easier to converse. For those who are colder to start off with, try to reel back your enthusiasm. It can be overwhelming when one person is clearly expressing that it will take some time to become comfortable, and the other person continues to push boundaries. Your best bet is to remain as neutral as you can until the other person does something otherwise.

When you mirror a person's posture, don't make it obvious. Of course, you do not want to copy their exact mannerisms. This becomes insulting or comical if you are caught imitating. You can still be on the same page without doing the exact same thing. If your boss is angry, your endless banter and casual touching won't make the best impression. Each situation will be different, so you must use your common sense. It is best to accept anger and disappointment exactly as they are presented to you. Keep a strong physical stance but remain facing the person. By turning away,, this suggests that you are closed off or do not care about what is being explained to you.

When someone is ready to express happiness, they will stand a lot closer to you. They might even smile a lot and partake in casual touching. When you experience this, you

know that you can also relax a bit more during the interaction. As you match the behaviors, the demeanor also becomes synchronized. It is impossible to do this with someone who cannot empathize. It takes a truly empathetic person to be able to mirror any type of posture, good or bad.

Eye Contact

Eye contact is an extremely relevant form of non-verbal communication. The eyes hold plenty of valuable information behind them. A simple furrow of the brow can reveal true feelings in an instant. It is thought that maintaining eye contact with someone makes you a more trustworthy person. Being able to look into someone's eyes without wavering suggests that you are being genuine. For whatever reason, eye contact can be hard for a lot of people. Even if you value your honesty and integrity, maintaining eye contact with someone during a conversation can take some practice.

We tend to shy away from eye contact because it has the ability to make us feel vulnerable. While you do not need to completely drop your guard around those you make eye contact with, you do need to make sure that you are trusting them to the best of your own ability. This mutual reciprocation will give you the certainty that you can make a positive influence in this person's life. It shows that the interaction goes beyond any surface-level small talk that normally occurs. Just as giving eye contact can be hard, it might also be hard to interact with someone who gives it too intensely. It almost becomes a personal challenge to see who can maintain it the strongest and for the longest.

It is best to not engage in these kinds of challenging behaviors. Remember, you must be in control of how the situation flows. Keep things as positive as you can but know that you should ultimately be the one who is guiding the way that everything unfolds. You will want to place yourself in a position of power without the other person fully realizing it. This is what gives you the upper hand with positive manipulation. Be aware of the eye contact that you do maintain in your daily life and think about ways that you can improve it. Do you need to do it more often? Could you do without some of it? Are you making people feel the way that you need them to feel? All of these questions must be taken into consideration.

You will find that eye contact is one of the most powerful forms of body language that exists. It can hold so much expression behind it because of the way that our eyes seem to tell silent stories. When a person is experiencing pain or hardship, you will likely be able to see it in their gaze before they express this to you. These are things that you need to look out for. You should always aim to be one step ahead of what the other person is thinking or feeling, coming up with valuable solutions that can be implemented.

Chapter 6

USING HUMOR IN PERSUASION

Humor has a number of benefits for persuasion and communication. When you desire to communicate better and faster, you need to inject some humor in your conversation. Additionally, you need to understand as well as appreciate humor from all angles.

Using humor allows you to create content that is more memorable and permits you to generate interest, get attention, and even encourage action.

To get humor across to the audience, you need to understand the mood of the people you are communicating with. When the audience is in a good mood, they will most likely listen to you and then agree with all you are saying as opposed to being in a foul mood. When used the right way, humor represents an excellent tool for persuasion.

If you have been on television for a long time, then you can remember an ad that made you laugh your head off and yet you received the message. Years on, when you see the item say in a supermarket, you remember the comic relief that the ad used. This is the same way you need to use humor to make people get persuaded.

Many people remember something that made them smile, which usually leads to a purchasing decision.

When a person is in a good mood, it tends to lower their defenses, whereas a foul mood makes persuasion much more difficult. When you get someone in the right mood, you make them do anything that you wish them to do. So, when you decide to persuade someone, take time to understand the mood of the person you are targeting before you start persuasion.

On the other hand, if a person is in a bad mood, any attempt at being comical will result in disaster. Don't attempt to persuade them, instead choose another day that you can change their mood or find a way to uplift their mood before you try anything.

When you make someone laugh you automatically make them release endorphins that make them feel good as well. When you do this time, and again, soon the people will learn to associate the right feeling with you, so you become likable in their eyes.

When it comes to persuasion, humor becomes useful since it helps you gain attention quickly, and it allows you to build rapport as well. The message you pass across becomes memorable, also relieving tension, decrease stress level, and motivate them.

Humor Should Be Relevant

When using humor as a persuasion tool, make sure it is relevant to the topic. You can use humor in various stages of the conversation – to introduce the topic, build upon it, and then conclude.

Don't just use humor in a way that it doesn't add to your goals – you need to make sure that it makes a point or states a fact but in a humorous way because this will make your conversation be more receptive with the listener.

When using humor, make sure you don't overdo it; otherwise, you will have a negative impact on the one you expected. They will look at you to be irrelevant and ignore you, especially when they feel you are trying to be too funny when you need to be serious. Remember that you are trying to change the mood of the person and not trying to impress them.

The perception of humor is different across different audiences and the world in general. This might limit the ability of your persuasiveness being funny across audiences. It is therefore ideal that you run some research so that you know which type of humor will be useful in that situation.

Benefits of Humor in Persuasion

Persuasion is all about making the other person believe in what you are trying to pass across. But for you to pass the message across the right way, you also need to be in the right mind.

Here is how humor helps you persuade better:

- Humor helps lower your blood pressure

- When you laugh, you exercise various muscles in your body, which makes you healthier.
- When you laugh along with others, you strengthen your immunity and decrease stress hormones.
- It also improves your breathing in such a way that you can breathe deeper.
- Humor also distracts you from any negative emotions that might crop up.
- It also connects you to other people because audiences love happy people.
- It increases your energy.

When you add all these factors together, you turn out to be more lovable, and the audience becomes more receptive of your message.

Types of Humor to Enhance Persuasion

Humor can take many forms, but sadly, many people don't stop to look at the type of humor that they are using and categorize it.

For you to know what humor to apply in persuasion, you need to understand the following types:

Anecdotal

These are personal stories which don't need any validation or statistics. Audiences across love funny stories, and when you use anecdotes, you need to make sure they are relevant, timely, and compelling.

To make use of anecdotes, you need to make the short, brief, and real.

Self-Deprecating

This usually involves you making fun of yourself. You make yourself the point of reference and shows that you don't take yourself seriously at all. Use this humor to generate some laughs around the office, especially if you are known to be the serious person in the office.

Just like any other humor, the more you make self-deprecating and spontaneous - the better. And when you are in any doubt, it is usually more appropriate to poke some fun at yourself than to poke fun at someone else.

Epigrammatic

This is an n insightful statement that is brief and memorable. Make sure you have a few epigrammatic statements and then use them when the right time comes. You can use the epigrammatic humor to lighten the mood, icebreaker, or as relief from an awkward moment that you have faced.

You can use epigrammatic statements that have been used before you can develop some of your own.

Irony

Irony represents a contrast between what is normal and what occurs. You can use irony to draw parallels in situations or use two images to show how irony works for you.

Satire

This is humor that looks at the shortcomings of a specific society, government, company, or people. It is usually regarded as a rough form of humor. It can take the form of satire, hyperbole, or parody.

Just like when you use other types of humor, make sure you understand your audience well before you can use satire. This is because when one person misinterprets the parody for insubordination or poor attitude, you will end up running for damage control.

Deadpan

This is also referred to as dry humor, and it consists of a funny statement that is delivered in an insincere tone. You can use this in various situations, including meetings to conferences.

How to Use Humor to Your Advantage

While your sense of humor can create prospects for better persuasion, you need to make sure you know what to do. In fact, more than 70 percent of executives agree that humor makes persuasion easier.

A comic touch helps you build rapport and relieves tension in a situation that is tough. It also makes you fun to be around.

Before you use humor in persuasion, you need to know the dos and don’ts of adding humor in persuasion. Here are a few tips to help you use persuasion the right way.

Check the “Pulse” of the Audience

You need to identify the mood of the audience before you make the decision to use humor. If you are persuading employees in an established corporation, go with subtle humor, while more entrepreneurial environments can require you to use humor with an edge.

Try It Out

Before you can take your humor up the stage, you need to make sure that it works. Make sure you try out with your friends and family and see their reaction. If they look at you as if you are from another world, then drop it.

Don’t Use a Series

Using humor to persuade is a great tool, but when it is successful, don't add more jokes. If a joke has been received well, thank your lucky stars. Remember, you don't want to look desperate in front of the audience.

Incorporate it Naturally

When using humor, make sure you use funny things that arise from real life. When used correctly, this kind of humor is easy to relate to and will help get the message home.

Avoid Offensive Humor

This is obvious because using a joke that is offensive can kill your delivery. While it can help you achieve the goal, it can still offend the audience and make you lose credibility. Avoid racist, ethnic, vulgar, sexist, and indecent humor. Instead, keep it clean and straightforward.

Persuasive Listening

For many people, changing the other person's view means talking more than listening. You feel that when you speak more and more, the person will be able to listen. Often this is not the case, and many people end up failing to drive the point home just because they were unable to realize that listening is very persuasive.

Being silent allows the other person to tell you their position, whether a good one or a bad one. If you are fond of shouting people down with the aim of forcing them to listen to your point of view, then it is time you changed and saw things in a different light.

Additionally, when you listen, you get the chance to see a situation from the other person perspective.

Many people fall into the habit of persuading others by argument. When you argue, you don't change a person's minds; instead, you make them more resistant to your efforts at persuasion.

When we talk about listening, we don't mean that you just sit and wait for the other person to stop speaking, then you start talking – no. Instead, it requires you to listen and accept the other person's position to be valid.

It can be very challenging to get out of the habit of putting your well-crafted thoughts first in every conversation, but when you learn to listen, you enjoy a host of benefits such as:

You Become More Knowledgeable

The truth remains that if you listen more rather than trying to find out what to do following makes you have more information to help you in your career.

Listening also flatters the other person so that they give you more information than you needed. Additionally, when you demonstrate to the others that you really value what

they have to say, you end up appearing intelligent, and you tell them that you really appreciate what they are saying.

When you flatter someone with your attention, you make them more likely to tell you more about themselves, their priorities, and their projects. You can then use the information to persuade them more.

It Builds Relationships

When you use listening to flatter the other person, you also end up building rapport with the people that are important to the process. As an example, imagine you are in a meeting with a client, and you have to persuade them that the company is the best for them to work with. Since you can take time to demonstrate that you can listen to the client, the client will feel that you care about their issue, and he will end up signing a contract with the company.

Chapter 7

SECRETS OF PERSUASIVE PEOPLE

Certain people are more persuasive than others. Did you ever wonder why? Well, it is because of the specific traits they possess. The good news is anybody can learn to be persuasive. By embodying the various characteristics, you can become more influential.

Understand Your Audience

A persuasive individual truly understands his audience inside and out. They use this knowledge to help connect with their audience and persuade them. Everyone has a different type of personality, and by spending some time understanding the subtleties in characteristics, you can become more persuasive.

Connect

When others have a sense about the kind of person you are, their willingness to accept you and listen to what you have to say increases. So, spend some time and develop good

relations with others around you. Once you have a relationship based on trust and understanding, it becomes easier to persuade and influence others.

Don't Be Pushy

You must never be pushy. If the people you're trying to persuade ever realize that you're aggressive or are being too pushy, they will quickly withdraw. Being pushy is a significant turnoff. Instead of an in-your-face approach, think about a more subtle tactic. If you come across as being aggressive, then work on being confident while staying calm. If you calmly explain your point of view to others, the chances of them listening to you will increase.

Don't Be Mousy

Well, you must not be pushy, and at the same time, you must not be mousy. You must be confident and assertive. If you are not satisfied while presenting your ideas to others, no one will listen to you. If you don't believe in yourself, how can you expect others to?

Positive Body Language

You must start becoming aware of your body language. A lot of people unknowingly give off negative body language. So, start using an enthusiastic tone while interacting with others. Apart from this, never cross your arms or slouch while talking to someone else. Maintain eye contact, and whenever you're talking to someone, lean towards the other person. When it comes to persuading others, the way, you convey your message is as important as the message itself.

Clear and Concise

If you want to be persuasive, then you must be able to present your ideas clearly and concisely. Don't beat about the bush; get to the point. You can do this only when you are knowledgeable about the topic you are discussing. The best way to go about this is to explain an issue to anyone you are conversing with as if you were explaining it to a child.

Be Genuine

Never be fake; try to be as genuine as you possibly can. Others can detect when you are faking and when you are sincere. If you present your authentic and real self to others, they will naturally gravitate towards you. A persuasive person always knows who he is and has a strong sense of self. So, instead of trying to please others, concentrate on what you laugh and start doing more of what you love.

Acknowledge Others

A little acknowledgment now and then will go a long way while you're trying to persuade others. It is okay to present your use, but you must also respect the views of others. Also, if you give a wrong argument or are at fault, accept your mistake. It will not make you a smaller person if you are right all the time.

Asking Good Questions

Another common mistake a lot of people make when it comes to listening is that they don't actively listen to the speaker. Be 100% present while conversing with someone. The simplest way to show that you were listening to the other person is by asking right questions. When others understand that you are listening to them, they will start looking to you. It is all about reciprocity when it comes to life.

A Good First Impression

Always make a good first impression. You must never underestimate the power of a good first impression can have on others. Whether you want to believe it or not, a person tends to form an opinion about you within the first couple of seconds of meeting you. If this impression isn't right, then all the dealings you have with such a person later will be influenced by the opinion he has of you.

When To Stop

If you're trying to persuade someone, then a common threat you must be wary of is urgency. When you start forcing others to agree with you instantly, you are essentially pushing them over. Instead, be patient and give the other person the time they need to mull things over. Even if your idea is good, the other person might need a little while to process it. So, why don't you give them the time they need?

Greet People by Name

A great way to establish rapport and connection with others is by greeting them by name. A person's name is an integral part of his identity. It will make the other person feel validated and important. So, spend some time and start memorizing the names of those you meet.

Smile

Most of us tend to mirror the body language of the person you're talking to. This is often done unconsciously. If you want others to listen to you while conversing with them, then smile. Once you smile, the other person will also automatically smile. Smiles are

contagious, and it is a great way to cheer others up while maintaining a positive environment. So, start laughing.

Chapter 8

NEGOTIATION

Negotiation is frequently seen in business settings. It is a natural occurrence — when two people do not agree with each other on something, they tend to reach a state of negotiation in which each is trying to get what they want somehow. Often, it is used to solve conflicts and aid in retaining peace while assuring that everyone gets something, they can be happy with. This is a way to persuade the other person to do what you want, as it directly involves attempting to sway the other person's behavior through offering to do something else in return. This is perhaps one of the most overt forms of persuasion since it directly involves actively telling someone you are hoping to convince them to do something and offering something in return instead of simply swaying them into making the decision to do so. This overtness does not make it particularly manipulative, however, as everything is on the table in front of the other party.

Defining Negotiation

Negotiation is the way that people attempt to come to an agreement when they disagree. They attempt to settle their differences and come to some sort of agreement through discussing what is happening and agreeing to give some concessions but expecting other

parts to be upheld in order to reach a compromise in which both people get some of what they want.

Ultimately, this is a problem-solving technique in which two people are able to influence each other to give a little to gain. They recognize that the best possible outcome is for all parties to get some of what they want instead of everyone leaving unsatisfied. Even if some people leave less satisfied than they could have been, everyone is at least left with some sort of happiness or contentment with what has happened. Negotiation comes with several steps, all of which are typically followed in order to come up with a solution that everyone is happy with. These steps are:

- Preparation
- Discussion
- Clarifying what everyone wants
- Negotiating to something everyone can agree to
- Agreement on the course of action
- Implementation of new plan

With these steps followed, people are left happier than they would have been without negotiation, and everyone is left with some of what they were asking for. This ultimate compromise is incredibly useful — it can be used in personal relationships in making sure that everyone gets to do what they want some of the time, or in workplace relationships, in which you may negotiate a raise or more time off. When you understand how to negotiate, you set the stage to being able to get more of what you want; even if that means that you have to concede some of what you were asking for. However, when you are negotiating, you should always shoot for the stars while aiming for the moon and ask for more than you are actually wanting to receive.

Spotting Negotiation

Perhaps the most telltale sign that someone is trying to negotiate with you is to look at the situation outright and ask whether they are negotiating with you, or if this is up to negotiation. People are often willing and happy to negotiate, or admit that they are negotiating, and negotiations only really serve to benefit everyone. Involved. When you negotiate with others, you are more likely to get what you want, and people recognize that. People see that negotiation is useful, and they will tell you that they are willing to negotiate or that they are actively trying to negotiate if you ask them.

How to Negotiate

When you are trying to negotiate, you should remember one key piece of advice — negotiation happens within relationships. When negotiating with a boss, you are negotiating something that is going to impact everyone. If you are negotiating with a partner or someone you have a personal relationship with, you are going to want to

make sure the other person is happy too. You need to recognize that other people are involved in the negotiations as well and recognize that the negotiations have to be good for them as well, or they are not likely to agree to it in the long run. Here are several of the steps you need to utilize when attempting to successfully negotiate.

Claiming Value

Ultimately, if you are attempting to negotiate, you are trying to claim more value through various strategies. You can do this through various steps, including creating what you are willing to accept and what is considered too low, meaning you will have a certain point at which you know you will leave. For example, if you are trying to get a job with a certain pay rate, understand what your lowest amount you are willing to work for is and do not take less than that. You can also inflate this by interviewing at other places as well and being able to say what others are willing to give you to lay down the pressure.

Creating Value

When you create value, you are making it clear that you are offering something that the other people will value. This could be in offering yourself for a job if you get a specific amount of compensation or offering to do a certain amount of something in order to get something in return. Whatever it is, you must assert that what you are offering up is valuable and that the other person should want it.

Strategies of Influence

Remember the universal properties of influence and persuasion? Put them into play here. Use what you learned in that segment and use them in negotiation. When you do, you are far more likely to get what you want. As you recall, the six universal principles are:

- Reciprocity
- Commitment and consistency
- Social proof
- Authority
- Liking
- Scarcity

If you use these, you are likely to see the results you desire.

Blind Spots

Recognize the blind spots of negotiation and fill them. These three killer blind spots in negotiations include:

- Rapport does not equal or win over trust: This means that just because you have developed a rapport with someone does not mean that they are likely to give you what you want or need. It is entirely possible to build rapport without building trust, and your customer can like you plenty without actually trusting you to follow through. This can destroy negotiations when you realize that the customer does not actually trust you. Instead, make it a point to test credibility with one easy test — see how willing the other person is to agree to action.
- Corporate benefits do not help with personal fears: This refers to the fact that when business is happening and sales are being made, it does not matter how secure a corporation is; people will fear the change or be uncomfortable with what is happening. People prefer the familiar and without it, they are often uncomfortable. You can help with keeping personal fears from killing your negotiation by asking if there is anything that makes the other party uncomfortable or whether they would like to discuss any concerns.
- Agreement is not a commitment: This refers to the fact that often, an agreement is not binding. You can agree to do something, but you can also then change your mind and do something else, especially if you do not have anything that is binding you to following through. When this happens, you can lose out on sales or getting your side of the bargain fulfilled. In order to prevent this blind spot, you can involve controlled discussions in which you are discussing an actual commitment. It allows for discussion on reservations and anything else while actively moving toward a commitment.

Recognizing And Resolving Ethical Dilemmas

This is done through constant discussion. You should always ask the other person how they are feeling with what is happening and address any concerns in the moment. Remember, negotiation is a natural form of persuasion in which you are clear with the other person that you want them to do something. You do this through honesty and discussion, and you can ask the other person what it is that they are wishing to see or achieve through the negotiations and ask them about any reservations they may have. If they have any reservations, you should always address them. You should refrain from lying or sidestepping any questions or concerns in order to keep the negotiations ethical and respectful.

Negotiating From a Position of Weakness

Ultimately, the most important thing to remember is that when you want to negotiate, you should do so from a position of weakness. When you seek to negotiate and do so from weakness, you only have things to gain, whereas if you attempt to negotiate when you are already ahead, you are more likely to lose out on things that you have rather than bettering your position. Of course, you should always be willing to negotiate if someone

comes to you, or at least, you should be willing to hear them out, but you are also under no pressure to accept if the negotiations will cost you too much.

When not to Negotiate

Ultimately, negotiations are usually pretty easy to get involved with. However, there are a few situations in which negotiations are not your best course of action. Sometimes, you are better off walking away or accepting what is offered rather than trying to negotiate. Here are four times when negotiation is not worth it.

Not Worth the Resources

Sometimes, negotiations are not worth the resources. They may require far too much time to sink into them, or they may require you to pay too much money for anything that you would potentially be earning. You must weigh whether negotiations will actually benefit you or only set you back further than you actually seek to gain. If you will spend far more in legal fees than in what your negotiation would earn you, for example, you are probably better off skipping the negotiation altogether.

You Do Not Have Good Leverage

Sometimes, you simply do not have enough bargaining power to get what it is that you want. You need to be able to offer something up in order to get something in return, but if you have nothing to offer, you are not likely to get anywhere in your negotiations and you are better off just accepting what was offered to you.

Negotiations Would Send the Wrong Signal

Sometimes, negotiating will only serve to send the wrong signal, such as when something was given to you in good faith. For example, if someone offers to buy you your scoop of ice cream to pay it forward, do not try to negotiate getting three ice creams because you want to bring some to your spouse and child as well — do not look a gift horse in the mouth. Sometimes, when you attempt negotiations, you are only going to upset and offend the other party and potentially lose out on getting anything at all, and you should just accept what is being offered.

Negotiations Are Culturally Inappropriate

Sometimes, negotiations are simply not appropriate. People do not negotiate the cost of their food or their medical care when in the United States. It is simply not culturally appropriate in the United States, and therefore people do not do it. If you were to attempt it, you would likely be laughed at and told to pay the whole price or leave. You need to know whether it is culturally appropriate for you to negotiate or not, and if it is not, you need to cut your losses and not bother.

Chapter 9

WAYS TO BECOME EXTREMELY PERSUASIVE

None of us is born being the best negotiator. Negotiation is a skill that can be honed with the help of certain strategies. Although we negotiate innocuously in our day-to-day lives, we need to learn some important strategies so that we can take our negotiations skills to the following level and be the best negotiators.

These strategies would be equally effective in getting work done by your kids as well as in closing a coveted business deal. Basically, when you are an amazing negotiator, you are sure of receiving only the best deals. Let's get started with the strategies to use in shaping you to become the best negotiator.

Strategies That Will Shape You to Become the Best Negotiator

1. **Creating a Lull**

This is one of the most effective yet the most undermined and unutilized negotiating strategies. While negotiations are in the process, do not give in to haste and speed.

Rather, take a slight pause so that a lull is created in the whole discussion. There may be several attractions and giveaways from the opponents' sides. Do not rush into them.

Taking a break will show your independent demeanor and allow you to negotiate freely and without any psychological baggage. Don't be too quick to give in to what your opponent is offering. Take your time to always evaluate your options to know if you can still get a better deal than what is being offered.

2. **Being Mr. or Ms. Know It All**

Having adequate information before venturing into negotiation is a useful strategy. Do your homework well in advance or else you would be short of ideas and words while in discussion. In case your mind goes blank and you cannot think of anything to say to your negotiating opponent, just stay quiet and take a pause from the proceedings. This will serve dual benefits.

While you will get ample time to gather your wits and ideas, your opponents will take it as your silent signal for being unsatisfied. Who knows, this pause could be just what you need to strike that deal. Never show your opponent that you are not aware of certain information even if you don't know since they will use your weakness to emerge victorious in the negotiations.

3. **Put on Your Opponent's Shoes**

This strategy works best many times, as it gives you a fair idea of what exactly is going on in the mind of your opponent. There are situations where many complicated and high-end strategies fail and the best way to get on track is to simply understand your opponent's point. This will help you even know their following step before they even put it forward during the negotiations.

4. **Exude Self-belief**

One of the well-known killers of negotiations is desperation. However desperate you may be to clinch the deal or situation, do not let your opposition get to see that. In all possibilities exude great self-belief and even be confident enough to walk away during the discussions. Your self-belief will safeguard your fears from being sensed by opposing negotiators lest they take advantage of them.

5. **Splitting the Difference**

This classic and safe strategy encourages amiability right from the beginning. Many negotiators spilt the differences fairly so that both the parties can get equated benefits. Fair individuals who believe in setting an equitable deal or arrangement usually adopt this tactic. This strategy is akin to compromising and the opponent is treated akin to an associate and not a competitor. This is strategy is very helpful especially when you need to offer a solution and walking away is not an option.

10 Ways to Be Persuasive

Being a good negotiator may not necessarily mean that you are persuasive. Being persuasive is the #1 strategy to be the top negotiator who gets his or her way. Even if you use these strategies, you cannot be the top negotiator if you are not persuasive. In fact, without persuasion, negotiation will lose its steam and would be like an ordinary discussion where one would agree and the other one will disagree.

From being persuasive to believing in yourself and being able to persuade your opponent that what you are offering is the best deal possible, persuasion is necessary during negotiations. Persuasion takes place in our lives involuntarily most of the times. We are persuasive in varying degrees while playing our multiple roles of a professional, friend, spouse, and parent or as a shopper.

Here are 10 ways to be more persuasive:

1. **Start on an Agreeable Note**

If you want to sell your point of view, buy their version first. Starting on an agreeable note has always rendered positive results. This strategy works psychologically as you are likely to gain several points in the mind of opponents and they become receptive to what you have to say.

2. **Be Purposeful**

Being purposeful will give you a reason to be persuasive. While kids can be persuasive without any logical reason, and it suits them well, grownups often hold themselves back until they have some valid reason to persuade others. When you have a purpose, you will be more confident in your tone and demeanor.

3. **Be a Good Listener**

You need to understand that persuasion is totally different from pushing. Thus, listening is an integral part of being a good persuader. Those who keep on ranting and just believe in drilling their words into others often get nowhere.

Be persuasive by being articulate in speaking as well as listening. The key to persuade effectively is to know others' version and taking their argument in your style.

4. **Create Bonds and Connections**

Smart persuaders do not leave out emotions or feelings. They suavely establish relevant and appealing bonds and connections that consequently work in their favor. This ability places them in a likable league and they are heard with better attention and inclination. Persuade others patiently and with empathy giving no space to rashness or impatience. This way, it is going to be much easier indeed.

5. **Reinforce Credibility**

To be persuasive in real and effective sense, do not beat around the bush laying stress over facts. It is to be understood that sometimes mere 'black-and-white' perceptions get ruled out and subjectivity has to be roped in to influence others. Make a point to highlight and reinforce the strong point and credibility of others simply because you want the same from others. Giving respect and credibility to others will make them more receptive to your point of view's consideration.

6. **Offer Agreement**

Persuasion is not about winning by hook-or-crook like a war. Effectual persuaders underline the belief that they don't have to win every negotiation. Rather, they are intelligent enough to backtrack when the situation demands. They think creatively and sometimes offer agreement by meeting the solution mid-way. It is all about giving in when you have scope and holding on when it matters.

7. **Know When to Keep Quiet**

Strategic persuaders hardly beat around the bush with their verbosity. They know when to shut their mouth so that their presented arguments can work on the minds of others. After driving in your final point, just relax your vocal cords and let it work for you. One of the classic lessons stated by J. Douglas Edwards was:

Whenever you ask a closing question, shut up. The first person, who speaks, loses.

8. **Talk Swiftly to Corner Skeptics**

If your opponents are known skeptics, be a swift and smooth talker. This would hamper their thought process and they would find in tough to pick loopholes in your point of view. Your rapid talk will have to be associated with expertise, intensity and confidence.

9. **Limit the Choices**

According to our conventional thinking, 'choices leverage the chances'. However, this becomes paradoxical in case of persuasion. The more options or choice would be offered, the chances of persuading go down.

10. **Repeated Drilling**

Though kids resort to such kind of persuasion technique, planned and tactical drilling can have some desired effect.

Repetition plays with human minds and it starts contemplating the concept, sometimes even subconsciously.

After discussing all these persuasion tricks, it is important to convey that these should not be applied blatantly or desperately. They would work best when applied proficiently. Overdoing these would render bleak results, as no one is dumb enough to not get the negative feelers. Your need to persuade your opponent itself proves they are not witless to know what is already known.

CONCLUSION

The power of persuasion is a skill that can be obtained effectively; however, one should be prepared to ace these techniques. The training can again be unmistakable as the sales division of an organization will prepare their workers with such persuasion techniques which are abstract, and its fundamental point would be training the executives to sell the specific item which is being fabricated by the organization.

The techniques of power of persuasion are outstanding when executed with flawlessness. These are techniques which one can't resist the opportunity to ace it if the person in question is functioning as a sales executive. The persuasion technique training isn't simple training to finish. It requires a great deal of exertion and genuinely refined nature of correspondence skill, which will empower an executive to cooperate openly and thoughtfully with his customers.

The power of persuasion can likewise be obtained by another procedure called the natural training process. In this training, the learners are encouraged the craft of perusing the customer's mind simply. When they read the customers mind with little safety buffer, they will be effectively addressing them with words that they might want to hear and afterward the student would, in the end, influence him to purchase the item.

The power of persuasion techniques must be recognized by each one of those fruitful sales executives who have made it to the title pages of business magazines. They are there simply because they have a place with the class of those additional normal people who with their instinct, appearance, and correspondence have controlled the mind and basic leadership of thousands of customers. They have effectively utilized their skills to turn the choice of a customer to their benefit and have restored the organization an intensely stacked income box.

The mystery equation of the power of persuasion techniques is taken cover behind the relationship that the sales individual develops with his customer. With relationship comes the condition of trust, and the minute you win the trust of your customer, the activity is done, selling an item is close to a cake stroll from that point on.

The skill that one needs to obtain to hone his power of persuasion is the delicate skill to banter. It is most imperative to strike a significant discussion before you present yourself or so far as that is concerned about your motivation. It is far and away superior if you keep your aims imperceptible at the earliest reference point. When you see that you are controlling the progression of the discussion, you should affability completely

incorporate your motivation and expand upon the item and feature the points of interest the customer may have if he claims one.

The powers of persuasion are the required skills that essentially run the sales division of any corporate foundation. In this manner, the impact of the powers of persuasion technique rises above the customer and the purchaser and in the far end, chooses the fortune of the basic man.

HOW TO INFLUENCE PEOPLE

Learn The Secrets To Gain Trust To Successfully
Win Friends And Influence People

INTRODUCTION

The aim of influence and persuasion is not to manipulate, but to bring people to decisions that are in their best interest and can help further worthwhile causes. These are causes that are beneficial and bring value to society. While you will most likely benefit from the persuasion tactics in which you choose to partake, you should ensure that they are beneficial for other parties involved as well.

If you continue to take from people but never give back, this behavior may haunt you one day. Persuasion and influence should be viewed in a positive light as tools that help people, not as a means of hurting others.

The foundation for the practice of influence and persuasion is understanding human psychology – how people make decisions, and how they are wired. Everyone is different, so the ways that you decide to persuade them will differ as well. If you are knowledgeable about psychology, you will have an easier time differentiating individuals and understanding what persuasion tactics are best used on them.

From there, techniques and practices can be pursued sincerely. If you are genuine with intention and want to help people, it will be easy to adopt the methods and strategies of some excellent influencers and persuaders. Remember that it is going to take some trial and error, and not everyone will agree with your viewpoint right away. Make sure that you are in a mindset where you are ready to take criticism and willing to accept the fact that some people cannot be persuaded.

Learning starts by making sure that you are aware of the power of influence and persuasion. They can be harmful tools if they are put into the wrong hands, and as you are reading these words, a few people probably come to mind right away. To ensure that you are not using these methods of influence improperly, we are going to take you through negative stereotypes to ensure that you are not someone who is going to take advantage of anyone.

When used correctly, persuasion and influence can elicit positive change in groups of people rather than just from individual to individual. Connecting with people on a general level and determining mutual interests will help ensure you are someone who can easily persuade others.

When you understand that these methods can be very helpful in your life, you can start to learn ways in which you can implement the best practices into your everyday activity.

There are many benefits and advantages to being a persuasive person. The most obvious one is that you will be better at getting what you want.

Chapter 1

INFLUENCE AND ITS IMPORTANCE

Influence

In simple words, it is the ability to effect or change anything and if you have got this quality, trust me, you can do wonders.

Significance of Influence

In our day-to-day life, we come across many people belonging to different age groups, professions, origins, and statuses. But how many of these are influenced by us? Did you ever get your boss to appoint someone in your workplace? Did you persuade the citizens to elect you as their minister? Did you convince your teacher to alter their method of teaching? Did you get those parents to agree on sending their kids to your school? Did you get the school to vote for you as the School President? Imagine yourself doing all of this just by creating a positive influence on the people that you meet. Almost all of us try to influence or persuade people. Sometimes we try to convince people to win an argument or to prove a point, to like us as an individual, or to leave us alone at times of despair.

Success - A Consequence of Influence

To be successful in different phases of your life, you must function effectively with the people that you come across. The secret of living a successful and happy life is influencing people. To prosper at work, you need to convince your head. To become a leader, you need to persuade your people. To get that new iPhone, you need to convince your parents. To get that girl you have always loved, you need to influence her. To get that job, you need to convince your interviewers, and the list goes on. So gradually, you will observe that by just following a few simple tips, you will feel significant progress in life. Within no time you will find yourself in a much better place.

Influence - The Essence of Leadership

If you want things to go your way, one of the most important things you can do is influence people.

One of the most essential characteristics of a Leader is to influence the people around him. A leader will have no impact on any person if his/her actions, words, or behavior fail to influence others. If you fail to persuade people, you fail as a Leader. By influencing the people around you, you get to hold them together at the same wavelength as yours. If you fail to influence people as a leader you lose the qualities of a leader. You go unnoticed in a crowd of people. You are nothing but another monotonous human being with a dull personality. A leader that is influential and inspiring can make the impossible happen. You can convince your people to do things that they have never done in their lives before. You can help them discover the potential that they have in them.

A Sign of Strong Character and Personality

Being an influential person reflects your personality and character. Ask yourself who you are. How do you wish to see yourself? Do you wish to inspire and influence people? If yes, then it shows how strong you are as a person and how well-oriented your life is. You are the charm of every gathering and every party. By influencing people, you not only depict a positive image of yourself but also start making new friends and observe an obvious increase in your circle of friends. Ultimately, you find yourself as the favorite of all hearts. You will see how your life changes once you begin interacting and influencing more and more people in your life. You will notice a positive change in your personality that will make you more pleasing and admirable.

Effect On Self-Esteem

Having a positive influence on someone not only brings the best in them but also boosts your self-esteem. You feel like you have made a difference in someone’s life. For example, in any relationship, you can have the power in your hands if you can affect or persuade anyone. When you fail to make your point, you set a standard much lower than

your expectations. Nothing that you say or ask makes a difference anymore and that somewhere deep down is a little disheartening. On the contrary, when you begin influencing, you will notice that your relationship gets stronger, and you become the strength of it. You no longer fail to conquer. You begin believing in yourself more and more. You will find yourself much more confident and optimistic in life.

It is seen that people with the ability to convince others and having things done their way have much higher self-esteem than those who fail to accomplish things just by mere communication. It is human nature to observe fellow humans while they talk, act, listen, or even sit in absolute silence. You never know a thing as simple as listening to a person with absolute attention might influence someone around you. So, continue reading and you will find that this simple talent of influencing people can be easily learned by following a few simple tips that can help you accomplish everything and anything that could help you live a happier and more satisfying life.

Chapter 2

TYPES OF INFLUENCE

Each experience, communication, emotion, disposition, and behavior that you have can influence others. Four main types of control occur. There are harmful, optimistic, constructive, and life-changing factors. You want to stay away from the first two styles when moving to the second factor. Let us talk about each of them.

Negative Influence

The first form is destructive and the most dangerous. Many with this kind of control tend to concentrate on their position, strength, or title. They are often self-centered and confident. These are the representatives who have difficulty in getting people to follow them, support them, or listen to them. They affect the team or organization poorly or badly – the team produces a negative influence primarily because of the poor results. You must do everything you can to stop this kind of effect.

Neutral Influence

The actions and attitudes of this kind of influence seem neither to contribute nor to take away what they do. If an individual with such authority were in a group of people, they would not have to do anything to differentiate or be known as a member. They do not lead, help, or take over proactively. These are those who have the role or title but do not optimize it so that the company or the organization succeeds. Individuals (employees) often have to guide and inspire themselves to produce results because the boss will not control them.

Note, you will want these first two causes to be minimized. Let us see the kind of influence that you should aspire for.

Positive Influence

A person with this sort of influence adds value and allows the individuals with whom you interact happier through the actions and attitudes of that leader. We constantly guide, build, and maintain ties with others – all of them are involved in trying to encourage, educate, and lead people to better results. We want to make a positive impact on the lives of the people we serve to help them succeed in all areas of their lives. Positive influence requires a high degree of purpose, energy, and effort, but all will be and will do better when you lead.

Life-Changing Influence

This is the pinnacle and most precious kind of influence. Few individuals have this level of influence or touch it. This needs years or decades to live well and confidently so that life improves. Any highlights include Mother Teresa, Oprah Winfrey, John C. Maxwell, and Abraham Lincoln.

The life-changing effect is about influencing someone in a manner where their lives are affected forever because of what you did and said. The positivity of those you impact stays influenced even after you quit the team or organization. It needs to invest your entire life and energy in supporting and encouraging others to achieve and succeed in life and job. It involves establishing your wishes and needs to add value to others. It is worth the effort because you will have loyal and dedicated people who are willing to do anything for you.

Chapter 3

INFLUENCE AND ITS TACTICS

Influence is a socially directed activity that causes a change in other people. That change can affect them in their convictions, attitudes, or behavior. Influence includes compliance, persuasion, and education or propaganda.

To be effective at influencing others, you must have two things – style and substance. If your foundation of credibility is not solid, you will fall, and you will fall hard. On the other side of the coin, even those who are very credible can fail if they are not aware of the dynamics at play in the situation.

Studies carried out over 2009 and 2010 identified five categories of styles of influence:

1. Asserting - You have to be insistent that your ideas are heard, and you will challenge the ideas that others will have.
2. Convincing - You will put your ideas forward in a convincing way. You will offer up logical and rational reasons why others should follow your point of view.
3. Negotiating - You will also look for the compromise in a situation, and you will concede certain points if it results in the outcome that you want, a satisfying outcome that benefits you.

4. Bridging - You will build up relationships, and you will connect with other people by listening to them, understanding what they want, and building up coalitions where necessary.
5. Inspiring - You will strongly advocate the position you come from, and you will encourage other people through sharing a sense of purpose and through exciting possibilities.

Each one of these styles can be effective, provided you use it in the right situation and with the right people. One of the most commonly made mistakes is to attempt to use a "one-size-fits-all" approach simply because influencing others is very dependent on the situation.

Five Steps to Increasing The Way You Can Influence Others

1. Understand Your Style of Influencing

It starts with self-awareness and understanding what your dominant style is. Are you assertive? Are you convincing? Or do you tend towards negotiation, bridging, or inspiring others? Do you use the same approach with every different situation and with every individual? Understanding your natural style is the best place to begin. Once you understand that, you can move on.

2. Taking Stock of Your Situation

Ask yourself who the most critical people are that you have to win over to achieve your desired outcome. Then, like yourself, which style of influence is most likely to have a positive effect. For example, let us say that you are talking to a CEO who is pretty hardnosed and set in his ways. You might consider using the convincing approach, basing your ideas soundly on logic, expertise, and data. Let say, as another example, you are caught in a crisis– a situation where you need to be able to think fast and be decisive. In this case, the assertive influencing style might be more appropriate and effective. If you are working across functions and are looking to gain the support of one or more of your peers, you could use the bridging or the negotiating style of influence.

3. Identify Any Gaps

As soon as you have figured out where your orientation lies and what the right style of influencing is for the situation, it is time to figure out if you can stick to that or if you might need to shift a little and change styles to be more effective.

4. Develop the Gap

When you have figured out if any gaps need to be developed, develop them. Go and see a style coach, a role model that you admire, or go to a workshop to beef up your knowledge and your style. Try to find a partner to learn with, someone you can role play with to gain more confidence.

5. **Practice, Practice and Practice Some More**

Start small. Start in low situations where you can put your influencing skills to the test. Target a situation or a person that you would like to see a specific outcome with and have a go. See what is working and what is not and see where you need to change the style that you are using. As you build up your confidence and get better, move on to bigger situations.

It does not matter if you are a leader, a follower, or a collaborator. There is a good chance that you will need to influence a certain number of and different types of people if you are to gain success. Your strategies can range from a strong reliance on your position to collaboration, encouragement, and education. The real key to the door is in knowing which approach you should use in any given situation.

Chapter 4

INFLUENCE OTHERS BY MAKING THEM FEEL COMFORTABLE

Do you ever wonder why it is not easier to influence others? Well, persuasion might seem a little difficult at times, doesn't it? Yet, regardless of whether you want to accept it or not, influence is certainly a major aspect of our daily lives. We all try to get others to do what we want – maybe you are trying to persuade your child to eat his vegetables, maybe you are persuading the police officer to not write you a speeding ticket, or maybe you are trying to get your boss to finally sign off on your leave application. Persuasion is a part of our daily lives, and in fact, it is quintessential for success. However, influencing others is not an easy task. A lot of people find it quite difficult to influence others. A common mistake that a lot of people make is that we all try to rush into it. We all tend to think that our brilliant argument coupled with our undeniable charisma is sufficient to get things done for us. Well, this is a rookie mistake you must avoid at all costs. The more you try to compel someone to see things your way, the farther you will push them away. If you want to persuade someone, then instead of compelling them or forcing them to see your point, try to make them feel comfortable around you before you start suggesting anything. It is easier to influence people once they trust you and like you.

Well, if you are not sure how to go about doing this, then don't you worry! This is exactly what you will be learning about in this segment. Here are a couple of simple tips that you can use to ensure that others are comfortable around you so that you can use some persuasive tactics on them.

Establish A Rapport

It is quintessential that you work on establishing a rapport with someone before you start thinking about influencing them. Building a rapport helps you form a connection with your intended audience. If you want to build rapport, here are a couple of simple tips that will come in handy. Do not just talk about yourself – instead, encourage the other person to talk about themselves as much as you possibly can. Try to shift the focus of the conversation to the other person and identify any areas of similarities.

Encouraging the other person to talk about themselves is a great way to establish rapport. A simple way to do this is by being curious about them. I am not suggesting that you must fake curiosity, but a couple of well-timed questions can help you understand your audience. Are you wondering why it is important to get people to talk about themselves? Well, the answer is kind of obvious. People like it when others are interested in them! It is a simple way to create a great impression too. When you display interest in what others are talking about, it sends them a message that you are interested in what they are sharing and that you are not merely talking to them because you want something from them.

While talking, make it a point to focus on including the information they shared with you. The essential idea is to stop yourself from talking about yourself all the time and instead focus on the other person. Also, try to identify any areas of similarities. This is an important aspect of making someone feel comfortable around you. Don't you feel happy when you meet someone who shares the same interests as you? I am sure that you certainly get excited. Similarly, by finding some common ground, you can make others feel comfortable. Not just that, if you are interested in learning about influencing others, then you must certainly spend some time learning about building a rapport too.

Smiling Is Contagious

The simplest way in which you can make someone comfortable is by smiling at them. It certainly does not take much of an effort to flash your pearly whites at someone. The only thing that you must keep in mind is to make it a point to smile often. No, I do not mean that you must flash fake smiles at others. A genuine smile can be a great way to get someone to lower their guard around you. Did you ever wonder why people tend to smile in response to a baby's smile? Well, the baby's smile is genuine and this, in turn, elicits a genuine response.

Also, smiling can make you seem trustworthy and conveys your friendliness. This does sound obvious, doesn't it? Who will want to build a rapport with someone who keeps scowling? While talking to someone you are trying to influence, I suggest that you make it a point to smile often. Even while talking to someone over the phone, smiling can convey your positive energy. People can sense a smile in your voice too! Yes, it does happen! Did you ever notice that people sound excited and happy when sharing good news and you can almost picture them smiling while they are conveying the news to you? Well, the same applies to others as well.

Become An Attentive Listener

Remember the previous point where I was encouraging you to get others to talk about themselves? Well, it does not make any sense to get someone else to talk about themselves if you do not listen to them, does it?

Everyone likes to talk, but listening is a lost skill these days. If you want to be a good listener, there are a couple of simple things that you must keep in mind. Please ensure that you are concentrating on what the other person is saying instead of thinking about the perfect response to what they are saying. If there is any sort of running commentary going on in your head while someone else is talking to you, I suggest that you put an end to it. Instead, focus on what you are being told. Never interrupt someone while they are talking. Not only is this rude, but it is slightly annoying too. Doing this shows that you were attentively listening to what they were talking about. Not only will it make them feel more welcome, but it is a great means to get to know them as well. Once you understand someone, it does get easier to influence them.

Humor Is Your Ally

Humor is a great icebreaker, and it can instantly make others relax around you. Not just that, it also helps lighten the mood. Doing this will certainly make you and the other person feel a little comfortable. Humor can also help rectify someone's mood. You need your audience to feel comfortable while you are talking. By using some humor, you change the way they perceive you, and they will start associating positive emotions with you. You might probably be worried about not being funny enough. Well, you do not have to be a comedian to tell a joke. The easiest way to make someone laugh is by narrating a funny story. Tell them about some funny incident that happened to you. It is quite likely that they might also think that it was funny. If you are feeling anxious about using humor, try narrating the same funny story to someone who you are not trying to influence. This will help you check the effectiveness of the material that you desire to use.

Showing Vulnerability

A common obstacle that a lot of people come across when they are trying to build rapport is that they are scared of showing any of their vulnerabilities. Please remember that if you seem too perfect, it will be harder for others to bond with you. Some people might seem quite perfect – they look like they know what they are doing and seem to be flawless. Well, the idea is to not come across as being a know-it-all. If you are worried about coming across as being too perfect, then I suggest that you let your guard down and show some vulnerability. Vulnerabilities make you seem more human and approachable. I am not suggesting that you need to spill your guts or tell them every little secret of yours, just try showing your flaws now and then. An easy way to do this is by using self-deprecating humor. You can try poking some fun at yourself and point out a couple of mistakes that you have made.

Use Their Name

At the risk of sounding narcissistic, people certainly like the sound of their name! If you want to hold someone's attention, then make it a point to say their name and do it often. When someone else uses your name, you tend to quickly pay attention, don't you? Well, this is not merely applicable to you, and it stands true for everyone. When you use someone's name while talking to them, it shows that you are focused on talking to them.

Offer Some Value

I know I have said it plenty of times until now, but people are always concerned about themselves. I do not mean that they do not care about anyone else. It just means that our primary focus is usually on ourselves and our needs or wants. If you are trying to make others feel comfortable around you, then you must be of some value to them. The extent of influence you can exude on them depends on the value that you offer. It is easier than it sounds. If you have something meaningful to contribute to every conversation, you end up making yourself valuable.

It can be something as simple as offering any advice or solution to solve a problem. Sharing your contacts that the other person will benefit from. You can offer value by sharing some information that the other person needs. These are not only simple but effective means of making others feel comfortable around you.

So, the key to influencing someone is to get to know them, to get them to like you, and to trust you. Your rate of success at persuading someone depends on how efficient you were in getting them to like you. If you can make someone lower their guard around you, they become more open to your suggestions. Use the simple tips given in this segment to bond with others.

Chapter 5

USING BODY LANGUAGE TO INFLUENCE OTHERS

From here, the natural progression is beginning to use your body language to influence others into believing or trusting you. This, of course, is quite important – whether you are influencing others around you, persuading them into believing or doing something, or even wanting to manipulate others, you need to be seen as trustworthy. Luckily, establishing yourself as confident and trustworthy is quite easy once you have learned the ins and outs of doing so. Take a look at these seven steps for influencing others to believe you. If you do this, you will be seen as more trustworthy, which will make you far more competent when it comes to persuading someone to do something for you.

Smile

At the beginning of your first interaction with someone, you should always smile. Though this may seem silly, smiling is incredibly powerful and conveys a lot about who you are. When you smile immediately after approaching someone when you acknowledge each other, you are seen as warm and approachable in general. People

feel deterred and unconfident when they walk up to someone else, and the other person stares back blankly – they feel as though they are unwanted and that they should go off to find something else to do. People do not want negative interactions, and by not smiling when someone first approaches you, you are giving them the cue that things will be negative.

Remember, these smiles need to be genuine for the person to believe you. Fake smiles are one of the easiest things to identify in interaction with other people, so make sure yours are real. If you are in a bad mood or cannot think of a reason to smile at that moment, try thinking back to a memory that always makes you smile, or a silly joke, or something you are looking forward to. It does not even have to be related to the person who you are approaching – the important part is to smile.

Mirroring

The gist of mirroring is that when someone trusts you, they naturally mimic your movements. You can take advantage of this knowledge – by mirroring the other person's behaviors, you tell the other person's subconscious that you trust them, which makes them more willing to open up and work with you. If they believe you like them, they are significantly more likely to want to like you. Keep this in mind as you are interacting with someone and want to influence them – you are far more likely to gain that influence if they think you like them.

Nodding

If you want someone to tell you yes to something, you can usually sway them to do so with subtle nodding. Of course, you want to do this in a way that is not obvious. Keep mirroring in mind – people want to mimic what someone they have a rapport with is doing simply out of instinct alone. You are attempting to convince someone else to say yes by starting the subtlest nods you can manage before asking the question and continuing to do so as you ask. They are likely to start nodding as well as they watch you, and when they are already nodding, their first instinct is going to be to say yes to the other person, whether it is something they would have an interest in doing or not. The trick here is to get the other person into the mindset of wanting to do something by appealing to the fact that they will want to follow along with their own emotions.

Standing

Particularly when you are attempting to exert any sort of authority or dominance over someone, the easiest way to do so is to make yourself seem taller. You could stand up while talking to someone while they sit, for example. When you are doing this, the other person naturally feels that you have more dominance than they do simply because you are perceived as bigger than them.

However, as you do this, you need to make it a point not to lean over the other person. When you are leaning over them, or standing over them, you can come across as intimidating to the point that you will be ruining the confidence effect that you were trying to impose. If someone is intimidated by you, your confidence is not what they are focusing on – they will be focusing on your aggressive or intimidating behaviors instead.

You can also use standing up to bolster your confidence, similarly to how you could stand in the superman pose – if you do when on a phone call, for example, you are more likely to feel confident and able to function effectively. When you feel confident, you can better assert yourself, and when you can better assert yourself, you are more likely to get the results you want.

Leaning

While you do not want to lean over someone, when you can lean yourself, you can convince the other person that you are more interested in the conversation. For example, if you tilt your head just slightly, the other person perceives it as interest. You can further this effect by leaning inwards during a conversation, particularly if you are both seated across from each other. When you lean inward a bit, the other person feels as though you are listening to them, and that feeling of validation is often enough to sway the other person somewhat into feeling like they should be more agreeable.

However, remember you should never lean in too closely, or the other person is going to struggle to trust you. Leaning in too much can make the other person feel that you are threatening them and that can completely ruin your attempts to influence the other person. It is okay if the other person leans back slightly, depending on the context, because doing so implies that they are acknowledging that you are in control of the situation. Knowing exactly how much to lean inwards without intimidating or threatening others is a crucial skill to learn, and it is one of those things that requires practice to discover.

Use Your Feet

Remember how telling the feet are – if you understand that they can be used to acknowledge what someone is interested in, you can use this to your advantage. By using your feet to point toward something or someone, you show that person that you are interested in him or her, and that can help you build trust. With trust comes influence, and with influence comes the power to persuade.

You can use this further as well – if you are attempting to get someone to choose between two things, you should shift your body just slightly to point your feet at the thing you would like them to choose. They are more likely to choose whatever it is you are pointing at. Likewise, if you want someone to end a conversation, you can point your

feet somewhere else, such as toward a door. Most people will get the hint and move accordingly.

Chapter 6

IMPROVE YOUR CHARISMA

Some people seem to be naturally likable – it always looks like they were born likable. Well, this may be true, but you can also train yourself to become likable. No matter what your personality type is, you can always train yourself to exhibit some traits through constant practice. You can apply these traits to your character so that you can become more attractive, influential, and even trustworthy. Below are some basic tips for developing your charisma.

Start By Wearing a Warm Smile

A warm smile can never go wrong – it is a good point to start. With a smile, you will be able to set an emotional tone that will carry the audience with you on a journey. As you are speaking, you hope to get certain reactions of joy, suspense, anxiety, pride, concern, hope, or fear. You should be able to win all of these from your audience while you still appear to your audience like the Mr. Nice Guy.

Create An Emotional Connection with Your Audience When You Speak

Speaking is one of the earliest practices of humans. The earliest records of speech can be traced back to about fifty to a hundred thousand years ago. The oral tradition has made a lot of impacts on humans as it has molded all the societies of the earth over the years. This is certainly a lot of years for humans to be able to use this phenomenon to perfect their influence on other people and also situations.

Over the ages, there has been a lot of examples that one can reckon with when it comes to influential speaking. Abraham Lincoln, Winston Churchill, Martin Luther King, and the likes are some of these examples. These people were able to capture the attention of their audiences with every word that they spoke. What they had, which is the thing that made them stand out among their equals, was a very important life skill – charisma. When they spoke, it did not matter who they were talking to or the number of their audience, they spoke in a way that their speech was felt by the members of the audience as though they were addressing each individual personally.

They all had styles that made them appear as though they did not have to put in so much effort to deliver their thoughts in a well-fashioned manner. This is the technique that they used to captivate their audience.

Every time they moved as they spoke, their movements were in tune with the words they spoke, and they had an appearance that appealed to the senses of their audience.

In line with the three elements of charisma, with effective practice and a lot of self-confidence, everyone will be able to gain charisma with this tip.

Also, what matters is the perception you have of your audience. The number of times that you have practiced before a mirror does not matter – neither does the opinion of those around you about your message matter. Even though you may have an excellent speech to deliver, if you do not create an emotional connection with your audience, your message will not mean so much to your audience.

Typically, when people sit to listen to you, they do so with hopes that they are going to learn something new, so they listen with a sense of sympathy. What they want is to be inspired or to have a glimpse of your journey, so you have to make sure that you can give them what they want. What makes it easy is that they are open to bonding with you and building a relationship with you. This means that from the moment you start speaking, you have to set your mind to connect with them.

Perfect The Mechanics of Speech

To be considered as one who speaks well, you have to space your words and your ideas. To do this, you have to be expressive with the tone with which you deliver your speech, and this should be at the right moments too. Try to breathe well and have enough energy to deliver your speech.

Make room for your listeners to pause when they should. This is very important for any speech. The best orators can space their speech in a way that allows the audience to be

able to digest their ideas as they consider the next thing they are going to say. It is only very few people that can combine speaking and thinking. The power of your speech and what enables it to make the desired impact lies with the silences that come in the middle of your speech.

Tone also matters a lot in speech as it has some subtle effects that you may not easily take note of. If you can adopt the right tone and you can control your voice by chipping in the necessary emotional hints when they are appropriate, you will be able to control and make sure of the fact that your audience does not have doubts about the message you wish to pass across. When you maintain the right body language, your speech will naturally find the right tone.

As you talk, you are going to need a good amount of air to help you pass your message across. Can you recall the number of times you have witnessed people going off track on their speech when what they need to be doing is to be placing more emphasis on the theme of their message? It is very common for speakers to end their speech with the most important parts of their messages.

Ensure that you take in a good amount of air into your diaphragm such that you get the required energy that will help you deliver your last line with a ‘blast.'

Your Body Should Match Your Words

Your audience will naturally feel uncomfortable if they notice that there is a disconnection between the things you are saying and the way you are saying them. When you are giving a positive message, for an instant, your body language should not in any way be defensive because it will arouse the suspicions of your audience as to whether you are being. Also, a positive message with a static body will make the audience feel you are not as excited about your message as you would want them to believe.

As you are speaking, you have to move at every point the language you use demands that you move. Make use of gestures and demonstrations when necessary to emphasize your words rather than trying to get attention from them. Make use of facial expressions to give you hints about the way they are supposed to feel. With this, they will be able to flow with you at the same level.

Your Message Should Be Compelling

When you tell personal, authentic, and valid stories, your audience will be able to relate to you. This will bring you closer to them because, to them, you are no longer a distant voice from the podium. You may even become as close to them as a voice in their head or as a part of them, which they can always turn to – you become one that is sitting right next to them, who is sharing a special part of his/her journey with them.

There is a very special feeling that comes with a person confiding in another, and everyone can relate to that feeling. If an audience of different people and personalities

can connect with you peculiarly, you would have won the crowd to yourself.

As you speak, your message has to assume a logical structure that is centered on a particular theme. It should be woven around a foundation that you are going to build upon as you proceed in the course of your speech. Your speech is best from a credible place that your audience is going to accept because they believe what you are saying. You must ensure that you do not make the deadly mistake of making your audience feel judged. Certainly, no one wants to face judgment day so early.

Practice Mirroring

If you wish to be charismatic at the moment, try to mirror your qualities. This entails that you try to adopt the qualities of someone else, someone you admire, or whom you consider to be a charismatic person. Try to match up with his/her gestures, mannerisms, and energy. By doing this, you are going to notice that people will respond to the attributes you have mirrored just as they would with the person whose attributes you are adopting. This does not mean that you are going to agree with all the things they do or everything they say. The only thing you are imitating to a reasonable extent is the way they act. This may come quite naturally for you, but it depends largely on your social setting. However, it is a simple way of boosting your likeability.

In doing this, you have to select those qualities that you consider to be likable to other people. Observation is a very important factor in your journey to improving your charisma. As Joyce Newman, the head of the Newman Group, says, you have to look up to those people whom you consider as charismatic. According to him, you do not have to imitate them – what you need to do is to learn their secrets, then apply them to yourself. You should polish them until they suit you perfectly. Note that this is a process of trial and error.

Take Hollywood or any other industry, for example, and you will notice that there are charismatic people everywhere. Note the way the best actors in these industries carry themselves. Use them as your yardstick by picking their most effective and charismatic qualities for your use. By emulating those people whom you think are likable, you will be able to learn some things about how you can also become likable.

Have Fun

People make the mistake of associating public speaking with a feeling of horror, inconvenience, freight, anxiety, or even torture as if the entire process or experience is a scene from a nightmare. It does not have to be like this when you speak to a large or small audience, you should do it as though you are also a member of the audience. Think of the things you like to see in your speaker. Do you want them to carry on stiffly, or you prefer to see them enjoying his or her experience? I guess a lively speaker will appeal more to you.

By enjoying your presentation or speech, you give the impression that you were not forced to do what you are doing because you like that you are doing it, and not that you are doing a lot of hard work and are passing through a lot of stress.

Your audience will not only see you as one who has something important to say, but they will be grateful for the fact that they did not miss the chance to listen to you. The mere fact that you enjoy talking to them will make them feel like you have something ‘cool' to give them, and it is just a matter of time before they too will begin to enjoy themselves.

Chapter 7

HABITS AND CHARACTERISTICS OF INFLUENTIAL PEOPLE

If you want to become persuasive and influential, then emulating the habits and traits of those who are known for their excellent persuasion skills can help. Some of the traits that are worthwhile to emulate from them are the following:

Pleasers

Most persuasive and influential people never try winning battles only to end up losing the war. They are fully aware of when and how they should stand their ground, and they are willing to constantly make sacrifices as a means of winning their cause. They give in, give ground, and do things for others just to make them happy. They do this because they are fully aware that this will help them win people in the long run. They also believe that it is better to achieve success than trying to be right all the time.

Willing To Get to Know Their Audience

Persuasive people have that willingness to get to know more about their audience on a deeper level. They want to know their audience even better, so they can use this knowledge in speaking their audience's language. If you are talking to someone shy, for instance, then you should consider toning down your assertiveness to match him. You can also crank up your tone if you are talking to an aggressive person with high energy. Note that each person is unique, so it is advisable to catch up on the subtleties as doing so allows you to hear their perspective.

Willing to Connect

You have a higher chance of letting those around you accept the things you say if they get a sense of your personality. This is the main reason why establishing a connection is important – and this is something that most persuasive people have – the willingness to connect. If you are planning to develop this trait, then a wise tip is to prevent yourself from getting too caught up back and forth in the conversation. View your audience as a real person, not your target or opponent. Note that regardless of how compelling your argument is, people around you will still doubt you if you were unable to connect to them on a deeper and more personal level.

Not Pushy

Persuasive people are not pushy. They are capable of presenting their ideas assertively and confidently without sounding and looking too pushy or aggressive. It should be noted that being too pushy is a huge turnoff. Persuasive and influential people do not ask for too much. They do not present vehement arguments for their position, since they are aware that subtlety is capable of winning people.

If you have that trait of appearing too aggressive sometimes, then it is time to change it a bit. Focus on showing your confidence, but in a calm manner. Avoid becoming too impatient and persistent. Keep in mind that if you have a good idea, then those around you will catch on. Just give them enough time to reflect on what you are saying. If you do not do it, then you will only end up becoming unsuccessful in convincing them.

Excellent Listening Skills

Another skill that you should consider emulating from persuasive and influential people is the ability to listen intently. Note that all people have that specific need to be heard. For your audience to feel like you have heard them, you have to make it a point to listen to them intently. Instead of spending time thinking of a rebuttal, or response, pay close attention to the other. This is also a huge help in building your connection with them.

One way to improve your listening skills is to repeat some of the words of the person you are talking to. If you feel like his/her message is still unclear, then make sure to ask questions. Excellent listening skills require you to overcome that urge to think of what

you will say next ahead of time. It requires you to focus on what the other person is talking about, instead.

Capable Of Adjusting Their Rate of Speech

Highly persuasive people can adjust their speech based on the person they are talking to. This makes it easier for others to understand them and get their exact message. One study also indicates that if you have an audience who is more likely to disagree with you, then it pays to speak faster. However, you need to speak slower if you notice that they are likely to agree.

The main reason is that if he/she is inclined to disagree, then making your speech faster lessens his/her time to create counterarguments, thereby increasing your chances of convincing him/her slowly yet surely. If he/she, however, is more likely to agree with you, then it is advisable to speak slowly since this will provide them with enough time to assess their arguments and take into consideration some of their thoughts. Combining your reasoning, as well as your audience's initial bias, is a huge help in further persuading them.

Willing To Start with Small Wins

The most persuasive people at present are more than willing to begin by earning small wins. It should be noted that gaining the positive response of someone, even if this just lasts for a short period, actually has an enduring effect. This is the main reason why a lot of highly persuasive and influential people begin with premises and statements that their audience will most likely agree, instead of moving directly to presenting the end of their arguments. With these small wins, these influential people were able to develop a strong foundation, which can help them earn further agreements.

Capable of Drawing Positive Conclusions

Another important trait that most persuasive people have in common is the ability to draw positive conclusions. True, it is quite tempting to utilize scare techniques, but note that the use of positive statements regarding the outcome is more persuasive. According to researchers, the majority of people tend to elicit a negative response if they feel like someone bullies them or if they are being guilt-tripped just so they will be convinced to change their behavior.

It is time to follow the lead of highly persuasive and influential people. If you want to create change or win an argument, then it would be best to focus on the positive effects of that argument or change. Let them reach a better place, instead of letting them know what they should avoid.

They Are Capable of Painting a Picture

According to research, there is a great likelihood for people to get persuaded if there is a visual, which brings an idea to life. This is what most persuasive people capitalize on. They tend to use powerful visual imagery. In case actual pictures are inappropriate or unavailable, they tend to provide vivid stories capable of breathing life into their presented ideas. Good stories can help paint pictures in the minds of your target audience, thereby making it easier for them to relate to you and harder for them to forget you and what you are saying.

By developing the mentioned traits of highly influential and persuasive people, it would not be too hard for you to follow their lead as well and become successful in developing your powerful personality.

Chapter 8

INFLUENCING PEOPLE WITH N.L.P.

explore IDENTITY relationships structure curiosity auditory
proven potential SENSES perceptual strategy attitude confidence
anchoring unconscious communication CHALLENGE observe
language REACTIONS NLP process reframe motivate
insight explore patterns self awareness RAPPORT
conscious change purpose
OUTCOMES flexibility organize evaluation BELIEFS options
neuro ADAPT relearn methodology therapeutic capabilities

Words are powerful, or we should say that words are power. The meanings of them crystallize our perceptions and shape our vision and beliefs. In turn, words create our world. How are they so powerful? Because we make them so, and we give them the power to create everything around us and give meaning to everything we know. Say the word 'fire' in the workplace, and you can see the powerful emotional and energetic reactions of people there.

Words are the essential and powerful tools you have. Until now, whatever you have learned from this guide, was based upon words, how to effectively use them, how to find out which words impact the most, how to make sure that your words form an impact, etc. Now, we will see the power of words on their own and the different influencing techniques used in N.L.P. that could not be categorized otherwise.

Power of Words

Well, let us dive into some real science to understand the power of words. Words can change our genes. Positive words like peace or love can alter genes' expressions,

strengthen our frontal lobe areas, and promote our brain's cognitive functions. They propel the motivational centers of our minds and, in short, have the power to impact us vastly.

To understand how this works, we have to learn about how our brain derives meaning from the world around us. We see an image, and all the bits of information, we select a specific amount of it to be processed by our brains. This little information in comparison to the information we could have encompasses is chosen based on our profile. After we have this information, we start to assign meaning to those bits of information. We give meaning by comparing the information to our past experiences and knowledge, and once the meaning is derived, the real game starts. Until the meaning is derived, you have no clue what is going on inside your head. Once the meaning is derived and concluded, our brains start to release certain chemicals or hormones, or neurotransmitters so you can feel the moment and react accordingly.

Let me give you an example. Imagine you see a dog running towards you from a distance. This scene goes to your mind compared to the past experiences with dogs (which, let us say, are wrong), and your brain releases chemicals of fear and hate. Your brain assigns these negative words to the scene, "dangerous" or "lethal," and thus, you would react accordingly.

We can see here how words are playing significant roles in our deep psychology, and thus to be able to use them is very important. In this example, if we start to develop the ability to analyze the scenes and assign meanings to them ourselves, we can control our lives. On the other hand, we can persuade other people more effectively and efficiently with the use of words.

Interrogations

There are many techniques used by policemen and investigators based on words alone that show remarkable efficiency. One such method is making the accused say "yes" many times. How does this work? Well, once we say something over and over again, we feel more comfortable saying that. Thus, if you ask a liar a lot of questions that lead to the simple answer of yes, and then ask them about the thing they have done, they might say yes.

It is not 100% effective, but it works. Another method to use yes is by making someone confess to lower crimes first. Ask the accused whether they have ever smoked a cigarette, and if they have, they will not hesitate to say yes to that, but this answer will make them more accustomed to confessing – mostly because most people think of smoking as a taboo. Then ask them if they have ever stolen something in their childhood, how many lies they tell in a day, think about other guilty things they might have committed, and ask them about that. Once you have established these questions, then ask about the real crime. There is a high possibility they are merely going to confess.

Truism

A truism is a cliché statement and is highly effective when trying to manipulate someone or playing the game of words. Such information, if used correctly, may give a reliable backup to your statement. The truism method of manipulation is straightforward and is not something related to real truism.

For example, you are debating with someone online about a particular world-history topic. You present nine facts or figures with sources and references, and you give the tenth one without a source of citation – and the tenth one is a lie. People are just going to believe you there. That's how people are.

You can build the trust of someone by merely telling them true things a couple of times, and in the meanwhile, you can feed them some lies, and they are just going to believe that. The theory sounds intriguing, but there are various problems, and we will give a few practical examples with a few useful tips to make this work out correctly.

When you want to use truism, there are two starts. Either do your homework on the person you want to feed lies to have the knowledge they have. It would make a great start because you can feed them the truths or facts you have researched and gained their trust. On the contrary, if you have a vast knowledge of all fields, or the fields humans tend to know about, then you do not have to do your homework.

Let us take an example. There is a girl in your class who is a somewhat religious conservative type. Now, you want her not to be so because you feel bad for her. If you go and talk to her directly, there is absolutely no way she will let you question her core beliefs. But you can make her question herself.

So, start going to her for a random talk, totally kind and comfortable. Help her with the homework and stuff. Step one is done. Now do some excellent research on her religion and get the loopholes from there. If you are using logic, there are always loopholes in every single possible thing. Even if the scripture is well written and you do not want to reject the entire religion, you can take out the points where the scripture tells people to be social and meet and greet – then you can exaggerate that and add a few clauses by your own. Your perfect lie is made. Now you have to implant it in her head.

You tell many things about her religion in your talks with her because now you have done your research. You talk about the history and the obvious things so that she trusts you as a credible source. Once you think it is time, you randomly tell her about your perfect lie. Trust me – she is going to buy that in no time. She would not be able to say no because you never lied about any other points, and she would start to question her own beliefs.

You ignited an internal fight and leave her to it, or you can help her along the way. Now let us combine some other things we have learned so far. You mirror and match her and keep her in perfect rapport all the time you spend with her, even if it is 5 minutes barely.

It creates an exception for you in her mind, and she would trust not only your words but also you in person. After she is done with her internal fight, be there for her, tell her more about the religion and various other things, keep reporting and feed her often lies that lead to your life philosophy. The game is simple from the moment on – she would start to admire you and trust you – she has an image in mind that you are the person because she became a better version of herself. She would fall in love with you.

Hidden Commands

You would be astonished to see that other than the general methods of manipulation and persuasion, there are also some specific phrases and commands that you can start using the right of the bad to persuade people. Salespeople use these the most.

Weasel Phrases

Tell people how good they will feel by buying your product or agreeing to your plan. "Imagine how good you will feel."

Tag Questions

Questions that have isn't it, aren't they, etc., are hard to disagree with, extremely hard for some people.

Perhaps not Quite

Tell them you will not advise them to buy your product until they are delighted and have done their research.

Relax

Tell them to relax. The word "relax" has a positive effect and makes someone relaxed and calm, and they are more likely to listen to you and agree with you.

Other Words

You can use any word in the English language that most people are familiar with and associated with a certain feeling as a command phrase or word. Just like the word "relax." There are many situations where this would not work fine, and in such moments, you can use some other words like calm or peace.

That all said, now, if you look at the method of anchoring, you would be able to understand its implications better. Anchoring can be used with words and quite quickly. And imagine the impact of effects if you use all that you have learned in this book in one person. Or on your entire class. You'd be popular, and in no time, successful.

Chapter 9

HOW INFLUENCE AND PERSUASION CAN HELP TO WIN FRIENDS

Be Friendly

Influence and persuasion can go a long way in enabling someone to win and attract friends. First and foremost, to influence and persuade other people to fall within your circle of friends, you must be friendly to them. A friendly disposition is a fundamental requirement that makes someone quite attractive to other people, thus resulting in long-lasting relationships. There are various ways through which one can manifest a friendly disposition. Your body language is perhaps one of the most central aspects that can enable you to cultivate a friendly disposition.

For instance, learning to smile once every so often whenever interacting with other people is considered a vital aspect of effective body language. A smile can go a long way in making other people feel secure whenever they are around you, which will, in turn, enable you to earn their trust. Furthermore, leaning forward and maintaining eye contact during conversations is also an appropriate body language that tells other people that you are indeed an approachable person who can quickly get along with

other people. All in all, being friendly to other people through the use of appropriate body language will ensure that you can influence their perception of what they think about you thus enhancing your ability to make friends.

Advise But Do Not Criticize

Many people do not take kindly to criticism. Most often than not, people would want to be made to feel that their position on any issue is the correct one, but this is not always the case. Persuasion and influence are essential when you want to correct other people or offer an alternative perspective from the one that they might be having.

However, the approach you use will determine whether or not you can win over other people and ensure that they are on your side. Avoid criticizing at any cost and instead, offer your advice as an alternative way of looking at the issue. In the same breath, it is equally important to point out that you agree with the perspective of others before outlining areas that you think might need some further improvements. For instance, while engaging in a political argument with someone else, you can agree with their perspective but go a step further by outlining some of the additional policies that you think can be implemented to improve the current political environment. This approach will enable you to put across your views on the matter without necessarily having to criticize the opinions expressed by those around you.

Be a Good Role Model

The saying birds of a feather flock together applies very well when it comes to friendships. This simply means that people usually tend to identify with other people with whom they share common values and principles. Being a good role model can enable one to cultivate the right values that will allow them to attract many friends. For instance, values such as honesty, hard work, and commitment are considered universally attractive and can go a long way in making one a good role model in society.

Espousing such values, therefore, makes one attractive to other people who also cherish such them thus making one act as a role model. For instance, it is quite common to find that the circle of friends of a successful CEO comprises equally high accomplishing individuals. This is because all of them value hard work and commitment with these values being the glue that holds them together. Being a good role model accords one an opportunity to define who they are and attract like-minded individuals within their circle of friends.

Make Other People Feel Important

To influence, persuade, and win over other people, you must make them feel that they matter. Another person can only identify themselves as your friend if they are made to feel that they matter to you. This is very important, especially when it comes to

relationships between individuals who might not be at the same status in life. For instance, the CEO of a high-profile company can only establish a friendship relationship with low cadre employees such as the janitors if the former go out of their way to instill some level of self-confidence and high self-esteem on the part of the janitors. In this example, the CEO can schedule periodic meetings with all categories of employees, including the very junior ones so that they can be able to interact and exchange ideas on issues affecting the company freely. By doing this, the CEO will make the janitors and all other low-level employees feel equally important within the organizational setting. The CEO will thus be in a better position to establish a long-lasting friendship with their employees, consequently, creating the kind of synergy that will enhance overall organizational performance.

How to Draw the Interest People

Being able to draw the attention and interest of other people is a valuable tip when it comes to your ability to win friends. People must be able to identify with you before they can commit to being your friend. It is therefore vital that you are in a position to take various steps that will make them realize who you are, what you stand for, and make them understand that your ideas resonate with theirs. To sell your ideas to others, you have to capture their interest and be able to make them understand that whatever it is that you are proposing is something that will add value to their lives.

Identify with Their Issues

Most people will be interested in what you have to say or your opinion on something if you are talking about an issue that they identify with. Different people are faced with various problems, and it is vital to understand some of their issues to interest other people. This is although some that you might not be experiencing some of the problems in question. For instance, you might be coming from a wealthy background and thus not facing any socio-economic issues.

However, someone that you wish to befriend might be coming from a poor background and is faced with a myriad of socio-economic challenges. In such a scenario, the most effective way to earn their interest is to identify with some of the challenges that they are facing even if your circumstances are different. This might entail letting them know that you know what they are going through and that you are willing to offer them any assistance that they might need.

Sometimes, the assistance might not even be in the form of material support. This is because some of the issues that other people are experiencing might not necessarily relate to material things but more to do with their emotional state. For instance, someone might be experiencing an emotional breakdown or even depression. Like a good friend or a potential one, all you need to do is to offer them advice and the necessary assurance that all will be fine.

Be a Good Listener

Listening is one of the more vital soft skills that can help enhance interpersonal relationships, but it is often ignored. The best way to learn more about other people is by listening to them. By listening to other people, you will be able to identify the challenges that they might be facing, their goals and objectives in life, their fears, hobbies, and additional vital information that will improve your capacity to interact with them and form mutually beneficial relationships.

A true friend takes the time to know the other person and strives to be a better friend every other day. For example, if you know some of the goals and objectives of another person, then you will be in a better position to assist them in the attainment of the same. In turn, the other person will appreciate you much more and consider you to be their true friend. Furthermore, by understanding another person's fears and challenges, you will be able to avert situations that might result activate such fears.

Know People by Their Names

People usually find it interesting when you refer to them by their names, especially during your initial interaction. Many people might assume that you do not know them by their names, but once you refer to them by their names, they get surprised and will be more than willing to indulge you. Furthermore, it is very annoying when someone within your social setting knows you by your name, but somehow, you cannot seem to remember theirs. For instance, a colleague at work might refer to you by your name and put you in an awkward position as far as the interaction is concerned since you cannot seem to remember their names. In such a situation, the other person might dismiss you as an arrogant or self-centered individual who does not pay significant attention to other people.

You might probably never be able to win their interest if this is the case. Therefore, knowing other people's names and refereeing to them by their names during initial interactions can be the premise of a long-lasting friendship. This is because, they will feel appreciated since someone else actually took the time to know their names and in turn, they will appreciate you for that. They will be more likely to listen keenly to what you have to say, respond positively to any reasonable request and even be willing to accept future engagements such as a date, meeting, or night out request.

Share a Personal Story

Friendship is mainly all about trust. This implies that two people who call each other friends should be able to trust one another, sometimes with their deepest secrets.

However, it takes a considerable amount of time before such trust can be earned. It has been established that one of the fastest ways to earn the trust of another person is to open up yourself to them by sharing something personal relating to your life. Many people might fear doing so since it might make them vulnerable to other people.

Chapter 10

INFLUENCE ON TV AND IN REAL LIFE

Providing a real-world example of these influential aspects is easy to do when one looks to television. Advertisers are influencing you always, in many ways. Selling you a product, an idea, or persuading your vote, advertisements are trying to get into your head and manipulate you in the most one-sided way ever. For them to manipulate you, all you have to do is listen to their words. For you to do it to them, an alternate method of communication has to be established, be it over the phone, by writing a letter, or with an in-person meeting – and most people do not contact the directors or targets of advertisers – they just watch them.

We will start with commercial ads since they are the most common year-round. The people put in charge of commercial ads have a goal to sell you whatever it is they were paid to sell you – their agenda is purely financial. That being said, the reason for them to want to try to influence you is almost always because of being rewarded with something – this is the cause. Sometimes, though incredibly rare, advertisers will enjoy a product and offer their services firsthand – but they never do it for free. Large

companies do not need freelance advertisers, so they create a department dedicated to it.

Commercial adverts can be more than just assertive. Sometimes, they do not address any counterclaim and have one directive – to tell you where to spend your money. You cannot negotiate with a television, of course, and you also cannot build a metaphorical bridge to one, but they can convince you through simulating a debate, pretending to give you back-and-forth on a subject. These are often comical one-sided, however, such as the famous “Mac and PC” advertisements put out by Apple several years ago. It is also possible for an advertisement to inspire, though often, commercial ads do not attempt to do this. This is the method political ads often employ.

Political advertisements can take on a plethora of methods through which they try to influence you. Some are assertive, speaking of the goodness of one candidate or the negative impact of another, while another approach to these commercials can be focused on trying to convince you of something, telling of a candidate's golden idea of the future and prosperity in the position they plan to fill. Political advertisements can also inspire, and these types are usually trying to remind a person of all the good things the person in question has done in the past. You can normally only do this if the candidate had been on the news in the past for something they have done that has positively impacted their community.

The incentive behind political adverts is normally more than just a monetary reward, though these, too, are important to those planning them. A candidate’s PR department sets an agenda for the advertising team and tells them how to do the ad. In essence, their job is to create a candidate who has no downsides and shall do nothing wrong and paint the opposition as somebody who will mess up or be defeated in their purpose.

But what about other real-life examples? What about corporate meetings, friendly get-togethers, and other such activities? Well, remember, they are all maintenance. But, that being said, while maintenance is being performed, there is always room for upgrades. People are always trying to influence you, no matter who it is. Be it recommending bands, trying to instill new business plans, or just trying to get you on their side in a hot debate over a small pointless triviality. No matter what, you and other people are constantly battling for influence, and it is often more of a trade or an exchange. It is possible to have total influence over another, though that often is not the case.

Normally, your goal is to be more influential than any other person – to get what you want however it is you decide to get it. Standing steadfast, convincing, negotiating, building relationships, and being a model of inspiration are all how you can influence others – however, these same ways are going to be the way people influence you. Watch out for how it is they are approaching the matter and counter their methods as best you can. You want to be more influential than anybody else, normally, as that is part of the matter.

In the real world, never forget that oftentimes the people you want to influence aren't those you have to worry too intently about making a mistake when nearby. You can easily afford to make some mistakes, especially early on, so do not stress the idea of perfection when you are just starting. Oftentimes, you can play off any mistake as just a passive misstep, since to rehash that which has already been said many times before, all it is you do when you influence people is perhaps a little more aggressive than normal with your points – but primarily, you are utilizing actions that are normally passive and making them active. This means that when you make a mistake, it will often be difficult to tell – but you can always easily make anything seem accidental.

In this way, be bold! Aim for the moon here! Confidence is key and does not let the guidelines restrict you too much. If you play it too close to the book, you will end up sounding more like it than yourself. Do not let anything diminish your personality, since it is the most important part of influencing somebody. Nobody wants to follow a programmable person – they want to follow somebody who can adapt and mold their actions based on the information and current ideology.

A few final notes before we reach the conclusion that will help you better apply yourself in everything you do – dress for the occasion. Know what you need to wear for the appropriate where. Location is everything for this and you should notice that you can tell almost every time what you need to wear based on the location. If you know where it will be held, and you have a little bit of information about the locale, you can tell exactly how you will need to dress.

Not just the way you dress, but also the way you look is important. This is a hard one to give good advice on as it changes from place to place. If you are a businessman, short, gelled hair and a business coat look good. If you are trying to look impressive as the leader of a local cult, brown robes tied with a frayed rope is the classic look that never fails to impress, despite its cliché nature. All jokes aside, considering this isn't a guide on fashion, it is hard to tell you how you ought to look on a casual, normal basis when interacting with people who you need to impress – but one tip that never fails is mirroring. As long as you are on par with somebody else, you can always copy their look, albeit with some adjustments, of course.

Finally, the last point to be made about real-life influence does not get too into it. It's real-life being discoursed here and while being influential is truly an important part of it, stay grounded. Playing crazy head games and isolating ideas and attacking people for ideals can paint you in a negative light. The key to being influential is to play the game casually. Do not get overly involved, and more than anything else, do not forget who you are, what your goals are, and what you have already gotten done.

Chapter 11

MIRRORING

Mirroring is another nonverbal influence that is useful in the art of persuasion. Mirroring is the act of imitating the body language, attitude, and speech pattern of another person. Most of the time that mirroring occurs, it is an unconscious act because most people want to fit in, and thus, they mirror the actions of the person who seems most authoritative in an environment. Watching kids are the most prolific example of this as they copy the actions of their parents, other adults, friends, and other kids. They even mirror their favorite fictional characters! We have all seen little boys take on the stance and repeat their most loved superhero words.

Adults mirror, too, even though it is not as obvious to spot sometimes. Mirroring is an evolutionary instinct passed down from the time the first human beings walked the earth. We do this by assessing other people when we first meet them or entering an environment. This assessment determines whether or not the people in that environment will positively or negatively impact us. The determination is made by looking at if this person behaves like we do – to see if they mirror us.

Mirroring can, off the bat, seem rather creepy if you are not familiar with the concept or do not understand its psychology. Therefore, let us get rid of that factor by explaining the necessity of the act.

Mirroring is a bonding experience that allows us to be accepted by groups such as our family and friends and a way to build rapport with new people. We usually do this without realizing that we are doing it. The unconscious factor is a leftover survival instinct that came from the evolution of the human species. It was because of mirroring that we were able to leave small caveman societies behind to form the human civilizations that we have. In its most basic form, mirroring is a nonverbal way of saying, "Look at me. We are the same. Therefore, we can co-exist compatibly."

The urge to mirror can note in a few common examples. The first example is the contagiousness of yawning. When one person yawns, it usually sets off everyone in the room to do the same even if the other persons did not see but only heard the yawn. Another example is how we form lines naturally in settings like a bank or restaurant without being told to do so. Many people have found themselves waiting on the wrong line because their bodies followed the urge to mirror without their mind questioning if this was the right action to mirror.

You might be wondering who we naturally mirror in a group setting. The answer to that is that most people naturally mirror the most authoritative figure or the leader of that group setting. For example, most employees in a company will mirror the company leader's gestures and attitude rather than anyone else's. Even if no one says who the leader in a group setting is, it is usually easy to guess based on body language. That person usually displays the most dominant body language, such as standing tall or sitting at the head of a table. The others in that setting follow that leader and display more submissive body language. It is also apparent how other people in that setting will naturally adopt that person's body language.

The effect of mirroring is affected by gender. Women tend to mirror other women more naturally compared to men mirroring other men. Women also tend to mirror men without issue, while men are a lot less likely to mirror women unless men are engaged in courtship. This natural inclination for mirroring by women is possible because most women are more naturally intuitive and in tune with their emotions than most men. Women usually are better able to pick up and decipher body language and nonverbal cues and are keener to mirror.

Even though women are more naturally inclined to natural mirroring, anyone can learn to use the technique. As with any learned skill, most people do not get it right off the bat, but practice makes perfect, and at least something close. Therefore, the following guide will give a golden process for using mirroring for the art persuasion.

How to Mirror Successfully

When mirroring is done effectively, it is a powerful tool in the art of persuasion. It allows the person being persuaded to feel more connected with the persuader and so makes the persuader's job easier. It will only be the case if the person being persuaded

thinks that the connection is genuine. Therefore, you need to use mirroring to persuade someone else to build that connection. Here is what you need to do to create the connection:

- Give this person your full attention by facing them squarely. It is known as fronting.
- Keep adequate eye contact. Remember that eye contact can be a funny thing. Too much or too little can ruin the act of building that connection.
- Nod when this person is speaking. It serves several purposes. It makes the person speak for longer and thus, gives you more clues about what you can say or do to persuade them. Nodding also implies that you agree with this person, which builds rapport and makes the person feel more inclined to agree with you.

These actions should make this person feel like they are the center of your universe at that time. People love having attention focused on them even if they do not realize it.

Once that connection has been formed, work on mimicking speech patterns. It amplifies the connection that has been developed. Most people make the mistake when using the mirroring technique in persuasion because they focus on mirroring physical actions – a dead giveaway that they are copying this person – rather than nonverbal cues. The easiest way to mirror someone else subtly is to copy the pace and volume of their speech. For example, if this person is soft-spoken and level-toned with their tone's inflection, adopt the same pattern of speech. If, instead, this person is animated and louder in inflection, the same applies. Adopt that pattern of speech instead.

After you have successfully mirrored the pace and volume of this person's speech pattern, do you try to mirror posture and gestures? The next step in a successful mirror is to identify then use the punctuator that the person being persuaded uses. A punctuator is a gesture that someone uses to emphasize or make their point clear. Just like punctuation makes the meaning of written communication so much clearer for people to understand, so do nonverbal punctuators. Most people use their hands to add that nonverbal emphasis to their words. Facial expressions like a raised eyebrow or a tilt of the lips are also commonly observed.

As the persuader, it is your job to note what this punctuator is then to use it to show commonality between you and this person. Let us illustrate how this works with a story:

‘A woman is trying to get into her boss's good graces so that she can eventually broach the subject of getting a promotion for a post that will be available soon. It is a small company, and the culture is laid back, so it is not uncommon for the boss to joke and be more casual.

The persuader, hoping to land that post, is having lunch with the boss, and the two women are discussing an issue that gets the boss excited, and she notices that the woman flicks her fingers when she becomes this animated.

She nodded and fronted as she listened to the woman's speech about her take, and when the boss finished this speech, she used the same flicking gesture that the boss had used.

The boss's face light's up, and she says, "Right!" as the staff member had just agreed with her even though the woman had not said a word. It immediately makes the staff member more memorable and favored in the boss's eyes.'

After finding and using this punctuator, it is time to test the connection that you have developed. The point of doing this is to note if this person will mirror you back. While you do not have to do this last step, it allows you to gauge how easily this person will adopt your action and, thus, your way of thinking. All you need to do is make an obvious action that is not related to the communication being had. For example, you may decide to stretch your fingers, which has not been done during that bout of conversation, to see if this person does the same.

Once you have established this connection, then you bring forth your case of persuasion. Remember to keep things as subtle as possible so that this person does not go on the defensive.

The Don'ts of Mirroring

While it is great to have a process down for successful mirroring, all that work will waste if you slip up. So, it is essential to know what to do – It is also equally important to know what not to do. Therefore, here are a few tips of the things that you should not do when it comes to mirroring:

- Do not try to be interested in what this person is saying if you are genuinely not and cannot get into it as this person will mostly realize your interest is not authentic. It will hurt your case more than it helps it. It can also damage your relationship with this person.
- Do not try to mirror the other person's accent or any unusual phrases that this person uses. You run the risk that this person will think that you are ridiculing them.
- Never use negative nonverbal cues to mirror such as closed body posture like crossed arms and looking away. It breaks the connection that you have built with this person. Always use positive nonverbal cues instead.
- Do not mirror the other person's body language, gestures, and facial expressions precisely, as this will seem suspicious and put this person's guard up.
- Do not test the connection more than once if you decide to.
- Do not focus so hard on mirroring another person that it stresses you out, as this will likely show in your body language, gestures, and facial expression and cause the opposite reaction that you would like.

CONCLUSION

The ability to influence others is a very helpful function. Influencers share a common collection of behaviors that ensure consistent performance. To influence their decisions, it is important to build a strong relationship with your peers.

Influencers find out the advantages of an idea and place a scenario or condition around it so that it has a considerable impact on the person – brand influencers themselves. Influencers are not just advertisers, let us face the fact that they are one of the major businessmen and do not just create forums, as they have their websites. You do not just compete and sell because you could start your own business. They are just selling their titles. When you support another business or corporation, it is like you have watched the brand or organization's name.

Your ability to persuade people successfully relies on planning every time. By preparation, nothing is done. The most important thing is to have sufficient information about your citizens and situations. Sufficient planning allows successful convincing.

Installing assumptions or concepts with which you assume that your listeners would comply, rather than rushing with the conclusion of your point. Create a framework for a subsequent agreement. Remember that a body in motion appears to stay in motion, and that also extends to a head that nods accordingly.

The price of good relationships then lies in the fact that others often do not do what we want, irritating us, indeed, but also challenging us to become our better ones. And if we excel in becoming them, we will support them through the influence of influence.

When exchanged, knowledge is the most effective. Influence others by daily, clear, and concise sharing of information that you learn. As a project manager, you have priorities and plans. Roles and responsibilities can be complicated in diverse working groups. The news is a two-way street. Do not forget to collect it and express what you learn now. Knowledge of stakeholders is key information that project teams need to bear in mind about the main project sponsor.

Each experience, communication, emotion, disposition, and behavior that you have can influence others. Four main types of control can occur. There are harmful, optimistic, constructive, and life-changing factors. You want to stay away from the first two styles when moving to the second factor.

Influencers explore other means of manipulating other and high levels of suppleness. For example, an influencer anticipates achieving a certain number of followers by the

end of September, but the outcomes are far too far or have not reached the intended goal so that the influencer searches for and seeks to maximize his followers. Remember that a superbly agile influencer can always manipulate a scenario.

MIND CONTROL AND BRAINWASHING

Learn And Recognize The Secrets, Processes, And Techniques Of Mind Control And Brainwashing And How To Protect Yourself

INTRODUCTION

Understanding how people think and what makes them want something is the key to understanding mind control. Mind control isn't the same as brainwashing. Brainwashing techniques are repetitive, and most of the time, the victim is held hostage because they don't want their minds taken over.

Mind control is done without having to kidnap anyone. The person you attempt to control always has the ability and freedom to walk away from you. Mind control is about getting them not to want to walk away from you.

Some people think mind control isn't even real. They would be wrong. It isn't only real. It's pretty easy to do too. It's been around for years, and even governments have done excessive research on it.

As with all things that can be used for evil, you can always count on the Nazis to experiment with it. And they did so with mind control way back in 1944. Only they – being who they were – added using drugs to help manipulate the minds of the people they studied. They developed what they called D-IX – a wonder drug. It had cocaine in it, among other things.

Even the CIA did a study on mind control, using Nazi-German scientists, technicians, and engineers from 1945 to 1955. It seemed the 1940s was a prime time to study mind control and use unknowing victims to do it.

As the Nazis did, the Americans used drugs and even chips placed into the brains of some of the individuals to try to control the minds of people. While things like that did work, they're so unorthodox and physically dangerous that mind control that way was stopped.

President Truman gave his authorization to the Project Paperclip Program. Throughout those ten years, over 700 people passed through that program. Many years later, the victims of this program sued and won money from the government for what had happened to them.

Mind control is about getting a person or people to do what you want them to. And what do most people want in the first place?

For people to say yes to them, of course.

When you ask someone for anything, you most definitely want their answer to be, yes.

But how can you assure yourself that you will get the answer that you want?

You can always be sure of yourself and what answer you'll get if you know how to use mind control and the psychological tactics that go with it.

Now, what if someone is trying to manipulate you?

You will want to know how to spot the signs that someone is trying to use mind control on you.

Why?

Well, the answer is simple. Once you've been introduced to the mind-changing information that they've secretly implanted into your brain, it's extremely hard to change that. That's because you think that you made the choice to believe the way you do. You won't see the ideas as alien ideas. You will think that is just how you think. The damage has been done in a way that you didn't have a clue about.

That's why it's so important to see it coming at you early on and walk away before anything else can come in.

It's important to keep people close to you that you trust. These people can help spot someone who is trying to manipulate you mentally and won't hesitate to stop you from listening to them any longer.

Think about a trusted friend who was more than ready to stand up for you. They saw someone doing you wrong and dealt with them, all the while pulling you away from the person who meant to cause you harm. You might think of them as watchdogs.

When you have to live or work with someone who often has moody behavior or sulks about things a lot, you will want to keep your distance from them. They're using their behavior to manipulate you.

As human beings, we have a fair amount of empathy and sympathy for other people. If you see someone in pain or distress, you want to help them. It's not only a nice thing to do, but it's the right thing to do. If you were hurt, you would want someone to help you – so you will do what you can to help others.

The thing is that people without an agenda don't fall into sulky moods often. It takes a lot to happen in their lives to produce that. Say, a death in the family, or they're going through a divorce. Big changes in their lives are about the only things normal people get distraught about.

But if someone needs help, mind control can be a good thing. People have used it to quit smoking, stop overeating, change memories that have shaped who they've become, and gained self-esteem that they'd lacked their whole lives.

Mind control is powerful. Like anything with tons of power, you must treat it with respect. Treat it the same way you would a gun. You wouldn't get yourself a gun, load it, then point it at your best friend or even a stranger and pull the trigger to see what would happen. You would know what would. It would forever change the person you shoot. It

might end their lives, or it might severely complicate it. But their lives would be changed forever.

Chapter 1

MANIPULATION AND MIND CONTROL: IS IT REALLY POSSIBLE TO CONTROL ANOTHER PERSON'S MIND?

Mind control sounds like a terrifying act, but if you think about it, each and every one of us has undergone some sort of mind control just from watching the commercials during the Super Bowl. By definition, mind control is a forcible push of information toward a person to break them down and create new beliefs that align with the person or organization controlling them.

We see this type of behavior in everything from religion to what type of cereal to buy. It is a controlled system and doesn't mean Houdini is standing over you, waving his wand. It doesn't mean you are a walking zombie. Oftentimes, this breakdown and reintroduction can seem calming and positive, which is the case for many religious institutions. However, lurking behind many of the peaceful moments are negative connotations of control by someone other than yourself.

Mind control is considered to be a form of persuasion, but completely reducing the victim's thoughts to nothing and building them back up in the controller's ideals is anything but minuscule in gravity. Controlling someone's thoughts, emotions, and behaviors can be found in abusive relationships on a regular basis. Sometimes it can even be found in kidnapping situations where the victim finds themselves worshipping as their kidnapper did, believing as their kidnapper did, and finding themselves lost once saved from their abduction.

There are a couple of positive ways that mind control can be used. Most of them have to do with addiction. You are changing your addictive personality to be stronger, more resistant to urges. This goes with drugs, alcohol, and smoking. There are numerous hypnotist sessions you can attend to help rewire your brain in order to lose weight, quit smoking, stop addictions to gambling, sex, drugs, alcohol.

Within the military, you go in with your own thoughts and ideas and come out with the military's thoughts and ideas. They break you down mentally, emotionally, and physically in boot camp and then rebuild you in their vision. Your whole life revolves around military pride, military rules, and the lack of empathy for those you kill based on the military's pride to honor your country.

Mind control doesn't always have to be performed by one single person, either. As in the case of cults and gangs, mind control can be pushed and implemented by group ideals and group pressure. Those cults and gangs can be extremely dangerous and very hard to break.

The manipulator at the head of the group, sect, etc., twists their victims' minds until they become completely reliant on them. Manipulators often revel in the idea of having people worship them and rely on them for everything from how they live to what they believe. It increases the aggressor's self-worth and self-esteem, and when they are feeling down, all they have to do is find someone new to bring in. It is a very dangerous business, and in extreme cases such as cult mass suicides, it can cost you and your family their lives.

If you choose to practice mind control, take heed. The situations don't always turn out positive for either party.

History of Mind Control

There are hundreds of theories and tin hat ideas on the history of mind control. Dating back further than the cold war, it is said that both foreign and domestic militaries used, and still test, mind control on soldiers and prisoners of war. The truth of it all is unknown as military records are secret, and no exact evidence has been brought forward to solidify these theories. However, the forms of mind control of everyday society have been around as long as there have been television and movies to relay people's information.

Methods of Mind Control

Some of the more nefarious methods of mind control are:

- Wall Standing

Wall standing is classified as a torture technique but can also be utilized as a mind control method. The person is placed about four feet away from a wall and instructed to lift their arms until their fingertips touch. They are then forced to stand there like that for prolonged periods of time. Usually, some sort of fear tactic is used to keep them there, and during this time, as they get weaker and weaker, mind control techniques can be implemented.

- Hooding

Hooding is another tactic considered torture. The person has a hood placed over their entire head while their hands and legs are bound. They are then introduced to a bout of questioning. The hood creates an absence of sensory abilities. The person can become disoriented, isolated, and begin to feel fear and dread. These emotions can be extorted, and mind control can be implemented.

- Malnutrition

The person is starved almost to death. Their mind will not be clear, they will fear, and they will do whatever is necessary to get food. Their weak mind allows for new ideas to be placed and rewards to be given with their compliance.

- Sensory Deprivation

Sensory Deprivation removes all sensory attributes from a person. They cannot see, hear, or feel what is going on around them. It is an isolation technique that weakens them considerably. They become confused and disoriented, and mind control tactics can be implemented.

- Hypnosis

Hypnosis is used in the modern-day to change a person's personality when it comes to addiction, weight loss, gambling, etc. A professional hypnotist usually carries out this technique, and when the patient is under, they are given new ideas and ways to think that then sit in the subconscious when the person awakens from the hypnosis. Science is still out on whether this works.

- Deep Narcosis

Narcosis is a change in consciousness during dives. It can happen in shallower water, but for mind control purposes is done in deep waters or pressure chambers. During this change in consciousness, techniques are used to implement new thoughts and ideas into the mind. When the person switches back, those ideals are still lodged in the person's memory.

- Subliminal Messaging

Subliminal messages are at a tone, frequency, and sound level too low for the conscious mind to perceive. At the same time, the unconscious mind takes them in. It is popular to use this technique when a person is sleeping.

These are the more perverse manners of mind control, most of them illegal to perform due to their status as torturous. They can also be dangerous to the participant. While they may gain some of the ideas that the manipulator hopes to instill, they will also gain post-traumatic issues, especially when it comes to hooding and wall standing. Not all methods are dangerous, and some of them are used on a regular basis. It is important to remember that mind control does not mean total control of the person and their body. It means changing their conscious ideas about specific pieces of information.

Mind Control vs. Brainwashing

One of the major distinctions between brainwashing and mind control is the fact that the victim of brainwashing almost always knows that the aggressor is their enemy. They undergo extreme stress and pain as the aggressor uses violent techniques to attempt to brainwash them. They are incomplete, understanding that in order to stay alive, they have to start believing what their aggressor is telling them. When the victim finally gets away from the aggressor, the brainwashing melts away, and they are able to retrieve their original ideas.

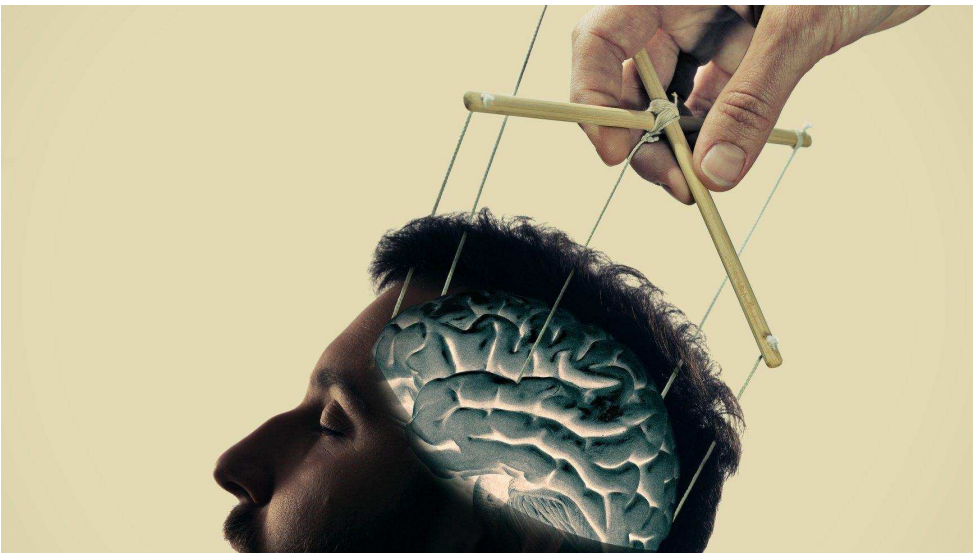
Mind Control, on the other hand, is usually done subtly, by someone that the victim trusts. Even when using some of the techniques listed above, the victim doesn't remember the traumatic part, waking up with new ideas in their minds. It is a subtle and sophisticated art, and the victim of the mind control usually is not attempting to control themselves at all. They are relaxed, with no fear, and have no idea what is happening. Often, due to the trust level, the victim will even provide information that the aggressor will then turn around later and use against them.

When the victim is away from the aggressor, they do not lose thoughts and ideas in their brains during the mind control. They believe that those ideas were thought up on their own. They think that they may have been manipulated, but other than that, nothing. They are not willing to concede that these thoughts and feelings they are having were actually implanted into them by their aggressor. This is also dangerous because the victim is not willing to see what truly happened to them. Some of the actions and ideas implanted can create hardships or even injure the person in the long run.

The ideas that we create in our own minds are the ideas that last the longest. That is why when a manipulated victim is brought away from the aggressor, they still hold those ideas. They truly believe they thought them, created them, and in some cases, manifested them. This further pushes the victim into the false reality that the manipulator has created for them.

Chapter 2

USING MIND CONTROL



The Art of Never Getting Caught

You cannot truly be a master of mind control if you find yourself getting caught when you are attempting to brainwash someone! If you want to have success, you need to know how to do things without getting caught. If you get caught, you will not only completely blow your chances of success in that conversation, but you could end up spoiling your reputation. People do not tend to take this type of situation, as no one likes the idea of being under mind control or brainwashed. In order to avoid this type of disaster, you need to know how to prevent yourself from getting caught. This chapter will teach you how to truly master mind control so that you are not at risk of being exposed and having your efforts destroyed by a blown cover.

Practice Regularly

You want to make sure that you practice often, preferably in every single conversation you have. Even if you don't actually want anything significant from someone, knowing how to get them to say or do certain things you want will help you practice brushing up on your technique. The more you learn to use these techniques to get what you want, the better.

When you practice regularly, the art of mind control becomes natural to your conversational mannerisms. You will stop having to actually think about the practice and will begin feeling confident in your natural abilities. Essentially, all of the techniques you practice will become a habit and you will simply use them, whether you intend to or not. You will be able to enter a conversation knowing what you want to get out of it, and you will be able to get it. Simple as that! If you do not practice regularly, it will always feel forced and you will feel pressured into making certain results that can eliminate the "natural" side of your efforts. This will diminish the quality of your results.

Take Your Time Expanding Your Skill

It cannot be stressed enough how important it is for you to slow down when it comes to practicing your skill. It may seem like a good idea to embrace many of these techniques at once and create a conversation that will help you get what you want, but this can lead to you being caught, quickly. When you put this type of pressure on yourself in a conversation without having any practice, you essentially infuse the conversation with a lot of unnatural and uncomfortable feelings. This is because you are not practiced at the techniques, so you are attempting to recall them and use them on the spot, and you are doing it with too many at once.

Instead, take your time. Learn one until the point that it genuinely feels natural for you to use it in conversation. You should be able to use it without having to think too much about it. This means that it has become natural to you and you are ready to move on to learning the next one. Once you have learned all of the techniques, you can continue practicing them all in your conversations and it should feel very natural. No one should be able to catch you because you are so natural and confident in these techniques.

Start Small

Sometimes, starting with large goals is honorable. When it comes to learning how to use mind control and not getting caught in the process, it is actually inefficient and an excellent way to get caught, quickly. This allows you to practice getting people to say yes or do what you want them to do, with very little pressure on the situation overall. Once you get regular results in getting your smaller goals met, you can start practicing getting larger goals met.

Be Choosy About Who You Brainwash

It is very important that you are choosy about who you brainwash. Remember, just as you have the opportunity to learn about mind control, so do others. Many people in this day and age are somewhat knowledgeable about the art of mind control. While they may not be masters of it, they may have general knowledge around some tactics such as deceit and manipulation.

As you practice with smaller goals, you will begin to identify trends in those who comply versus those who don't. You want to make sure, obviously, that you are using them on the type of people who are more likely to comply. Those who aren't are more likely to catch you in the act and this could blow your cover.

Be Selective About Phrasing and Actions

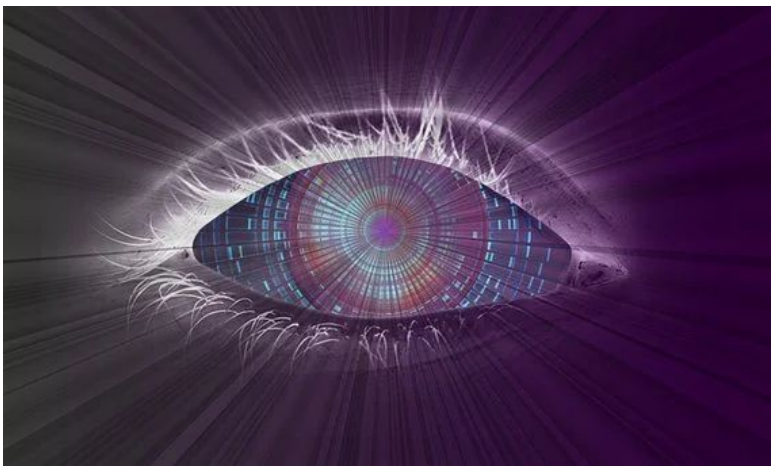
It is very important that you are careful about the phrasing you use and the actions you carry when you are using mind control strategies. If you use the wrong phrasing, are too forceful or obvious in your phrasing, or have fidgety or otherwise uncontrolled physical movements, you are more likely to be caught. People will recognize that you have something "off" about you and will be less likely to trust you or believe you. This means that you are going to ruin your attempts and even more people will be less likely to believe you because mind control and manipulative types of reputations tend to be exposed and shared on a mass level to prevent other people from becoming manipulated. You need to be very careful in your actions and phrasing, ensuring that you are intentional and that you are behaving in a way that is not going to expose you and let others know what you are doing.

Getting caught can potentially destroy your success at mind control, as well as any relationships you have used this strategy in. When people catch wind that you are attempting to brainwash them, or that you have effectively done so, they will no longer trust you and this mistrust will spread across your network extremely quickly. People do not appreciate being subjected to brainwashing and mind control, and so they do not want to know that someone they have grown to trust is using it on them.

The absolute best strategy is to practice regularly and slowly and be very picky about who you approach for larger requests. As you become more practiced, you may be able to approach a broader number of people, but in the meantime, you need to stick to only those who are going to be easy for you to brainwash. The more confident and practiced you become, the easier it will be for you to successfully get anything you want out of anyone you want. One bad experience, however, can not only diminish the trust of others but can also eliminate your own confidence which will have a negative effect on your overall abilities. Take your time, develop confidence, and build up your practice slowly.

Chapter 3

HOW YOUR MIND GETS CONTROLLED WITHOUT YOU BEING AWARE



Sometimes we give people control of our minds without even realizing we are making it easy for them. There are several ways this can happen.

You Don't Take Care of Yourself

There might be times throughout the week that you don't take good care of yourself. These moments might fall on the weekend when you are trying to relax after a busy week and prepare for the next week. They also might happen in the evenings, especially if you have had a stressful day.

While you are just taking it easy and allowing yourself to relax as you prepare mentally for your next day or week, people who want to control your mind are going to see this as an open door. They are going to start their strategies around the times you are not taking care of yourself. First, they might show that they are being incredibly helpful by running a bath for you, doing your shopping, completing your errands, doing your chores, or making something for you to eat.

They will slowly start to make other decisions for you, whether they need to be made while you are trying to relax or during the day when you are at work. At first, this might

be hard to spot because they are so helpful during the times you are trying to relax.

Rebels Are Easily Controlled

Many people believe that rebels would be the hardest people to control. However, they are some of the easiest. This is because the rebels are often the ones who are monitored more closely. They are also people that others think need more help making decisions, so they can go on the "correct path" and "turn their life around." When someone is a master at mind control, they often look for rebels because they know how much easier their job will be.

Many psychologists believe that subconsciously, rebels are asking to be controlled. They want an authority figure in their lives to tell them what they can or cannot do. Of course, they will continue to rebel a time or two, but that is when they want someone to correct their behavior and try to guide them on what they need to do. This is often something rebels won't admit because they don't realize this is how they feel.

You Are Afraid of Making Mistakes

If you struggle with anxiety and have a fear of making mistakes, you are more likely to come under someone's control. This is because of the self-doubt you hold about yourself. It creates a doorway for mind controllers. Furthermore, you also tend to lack self-confidence and have more of a negative self-image than other people. This makes it easier for people to control you mentally.

Of course, you won't mind the decision-making that the mind controller is doing. It might make you feel more comfortable as you don't have to make decisions by yourself. You will also feel that they won't make as many mistakes.

One of the best ways to close this door is to realize that everyone makes mistakes. You also want to realize that making mistakes is fine because it allows you to learn. The more you get into this mindset, the less likely you are to become controlled by someone else.

Asking for Guidance You Don't Need

Asking for unnecessary guidance is something that you will do for several reasons. One, if you might like the person. This means that you will ask them for help so you can spend time with them. You don't realize that what you are doing is allowing them to control your mind. Second, you have low self-confidence. You don't always trust the decisions you make, similar to being afraid to make a mistake, you ask them to guide you.

Inviting Controlling People into Your Life

You might be the person who doesn't mind being controlled. Therefore, when you meet someone who is willing to control your thoughts and actions, you are going to invite them in. You don't mind the control because you have a desire to be controlled. You don't understand what this desire is, typically because it is a part of your subconscious, but you are aware of it.

You also might not realize how controlling the person is. You might feel that you are giving them some control, but they take more than you imagined. Of course, you might also do this unknowingly because you don't realize they are controlling.

You Struggle with Saying "No"

Some people struggle with saying the word "no" and you might be one of them. You might feel bad when you tell people you can't do something to help them. Therefore, you help them whenever they ask. This only makes you overextended on your duties, which is an open window for mind controllers. Even if you don't realize you are letting them in, they will come in and make you believe they are helping you. While they will, they will also start to make your decisions, tell you what to do, and how to do it.

You Aren't Fully Aware of Your Emotions

You might push your emotions aside because you don't know how to handle them. You feel too deeply, or you were never taught how to handle your emotions. Even if you start to feel that they are taking control, this is an emotion you might push aside.

Another problem of not being clear of your emotions is you don't fully understand your values. This means you will struggle with making decisions. You will find you second-guess yourself and, sometimes, you are still not sure you made the right choice. This often causes you to dread making decisions, which makes it easier for a mind controller. While you feel like they are helping you make decisions, they are setting you up.

Moody Behavior

People who are using mind control to try to get you to do what they want will often sulk or become moody when you don't follow their wishes. While this can often be a sign that your significant other is spoiled and used to getting their way, mind control can become a part of how they get their way.

The reason why this is important is that you will find that you are changing your behavior so you can stop your significant other from sulking. Any behavior that causes you to change your actions or responses is a sign of mind control. The more you change your behavior in order to please them, the more successful they are at mind control.

It is important to realize that this is a part of every relationship. If it doesn't harm you, such as your significant other sulks until you agree to eat at the restaurant he wants, then

there is nothing to worry about.

They Will Become Highly Critical of You

People who use mind control follow the "us vs. them" mentality. This means that they will look at all the people on the outside as "them." When it comes to this mentality, they will believe that they are out to get both of you. This will often become one of the reasons why they are trying to isolate you from your friends and family.

The criticism comes in when you don't follow their wishes and continue to associate with people, they don't want you to. They will say things like you are stupid to associate with people who don't care about you or them. They will also tell you that you don't care about them if you continue to associate with people on the outside.

Another form of criticizing is they will continuously criticize the outside world. They will state that people who associate with them are special because they are better than anyone else. They will believe that they hold a superiority against everyone else and no one else will ever be as good as they are. This is the main characteristic of narcissism, a personality that often uses mind control in order to get what they want.

They Limit Your Choices

Another sign of mind control is that your choices are limited, or you simply aren't allowed to make your own decisions. It doesn't matter if it is deciding what to eat, where to go, or what to do, you are not able to decide alone. While your significant other might discuss your options with you, in the end, they are in complete control of what is decided.

There are several stories of people controlling their partner's choice of clothing. Sometimes this is because your significant other doesn't want you to wear certain clothes in public because they feel it isn't what you should wear when you are in a relationship. Other times it is because they want to know everything you are wearing, which means they might pick out your clothes for you. They will also make sure that the clothes they picked out are the clothes you are wearing, or you will have to deal with the consequences.

You Become Increasingly Isolated

This is always a more recognizable sign if you are more extroverted than introverted. However, the emotions that you will start to feel through isolation can tell you whether you are being mind-controlled or not.

People who want to control your mind will start by pushing you away from the people you aren't close to, at first. They will then start to isolate you from your close friends and family. Of course, you will probably be warned by people who see what is going

on. However, you are less likely to listen to them as the isolation starts to sink in. This can happen because people who become isolated often fall into a depression. As humans, we need to have human communication and presence in front of us from time to time. If we are unable to get this, our mentality and emotions will start to suffer.

Chapter 4

TIPS FOR MIND CONTROL

Having control over everyday situations is something all human beings wish for. The ability to command what will happen is the dream of most people. Although it is not possible to accomplish 100% of the time, there are techniques that allow you to achieve the desired results more often. If you did not know, it is possible to influence the actions of someone with simple behaviors and signals sent directly to the person you would like to impact. You can apply the following tips in meetings with your boss, at a job interview, or even with that platonic passion!

Honest Smile

You should know that a smile is one of the most important and significant aspects of body language, yet do you know how to give a perfect smile? Some smiles are visibly forceful and hostile, so you should seek to convey the truth. But how can we maximize this action? It's simple, basically, you should keep your normal countenance and, after only a few seconds, greet the person and give him a sincere smile. Whoever smiles the most can gain greater emotional control of the other person, who will feel more comfortable with his presence.

Look

When you are in a group of friends and the person of your interest is there, do not hesitate to direct your attention to him/her. When you focus your eyes on the other person, you will automatically catch their attention eventually. If you know how to gauge your looks, it will soon be within your power to get their attention. If you're at a job interview or talking to the boss, keep your eye on the eyes of the person you're talking to because this increases the chances of that person feeling greater empathy and confidence in you!

Be Insistent

You will be impressed by how you can persuade your friends. We already mentioned the famous phrase that says "A lie repeated a thousand times becomes true", right? But although we are not dealing with lies, you can apply this phrase in the present technique. If you want someone to believe and give credence to what you say, just insist on their point of view. For example, imagine that you want to sell some product and need to show that it is worth buying it. To persuade your buyer, it is no use to be insistent by repeating the same arguments because you will become inconvenient. Instead, try to increase the list of good points to gain credibility, and you will be successful.

Justifications

You may not believe it, but when you justify your requests, you increase your ability to convince the other person to do the desired favor. Researchers conducted a test in which a woman went to five locations and asked, "Could you pick up the five pages of Xerox for me?" In 60% of the situations, people did not respond to her request. Subsequently, the same test was carried out only with the justification "because I have so much work here that I will not be able to arrive on time" and about 94% of the people responded promptly to the request! The next time you have to make a request, be sure to justify the reason!

Narrow Ties

Studies have proven that tightening bonds is one of the best techniques for gaining control over another person. The quickest way to have power over someone is to make them feel good in your presence, that is, to involve them emotionally. Researchers have discovered that engaging in some kind of activity with the other person ends up generating an emotional connection and while you might find it complicated at first, it's actually quite simple. For example, you can share your songs as well as find which songs you like together. This will make them feel connected to you!

Listen More

If you are a very shy and introspective person, you will probably do this technique successfully. But if you are a more communicative person, do not worry. Studies have shown that people who listen more in the workplace or in social gatherings end up assuming a position of power over others. If you are faced with a difficult situation, try to control yourself and listen to everything the other person has to say. Expect them to ask you for your opinion. At times like this, all the attention of the caller will come to you and it will be easier to have a pleasant conversation. This technique will increase your credibility and make your opinion the most considerable in any dialogue.

Tell the Truth

Did you know that little lies can end up hurting more than helping? Show the people around you that your life is not based on telling lies to please someone, but that you have a personality strong enough to speak the truth, even if it hurts. Be honest and you will have control of the situation much more easily than telling a lie and slipping afterward.

Use the Past to Influence a Person's Future

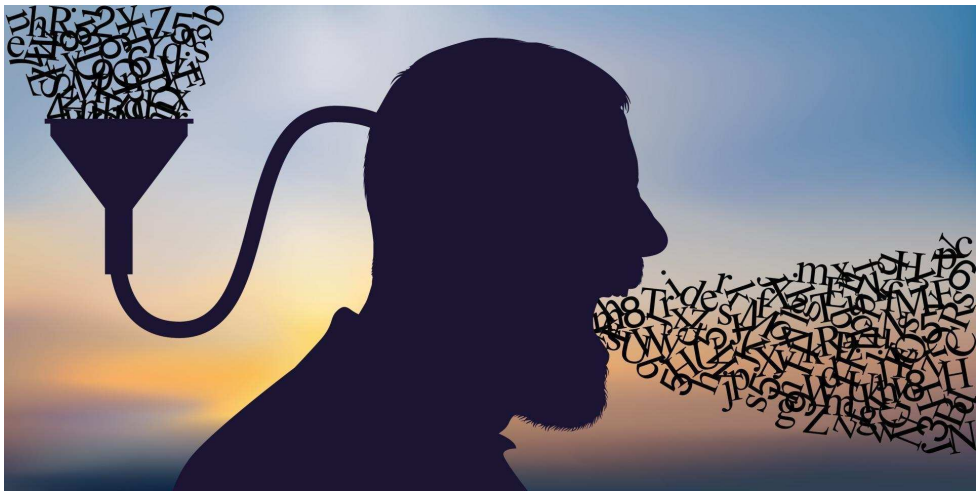
Do you realize how much the things you learned in childhood influence your present? Have you noticed that the way an individual's childhood was created by parents and educators has repercussions both on their current talents and on their fears and limitations? It is almost mathematically the result obtained nowadays. We can even use the equation: parents + education that we had = influence.

Want some practical examples to verify this reality? There is nothing better than the Numerological Challenges to show us the influence - positive or negative - of the way we were educated. The numbers in this position represent those fears that needed to be faced and overcome with the help of our parents. It represents the kinds of attitudes and activities we fear most to develop and engage in. Hence, the way parents and educators dealt with such difficulties when we were children may indicate whether we view them today with fear or as a differential in our behavior.

So it pays to do this dive into the past and understand the possible effects that the education you received has on your present.

Chapter 5

WHAT IS BRAINWASHING?



The next topic we are going to explore is known as brainwashing. If you talk to someone and ask them what they think brainwashing is, they may reply that they do know because this is a topic that many people have heard about at some time. But most people don't have a full understanding of how this kind of mind control can work. And if you are trying to fight off someone using dark psychology, then you must make sure that you really understand this topic.

Brainwashing is going to be the slow process of taking the ideas that a victim has about their identity and their beliefs and then replacing these with new ideas, ones that are going to suit the purpose of the manipulator. Brainwashing can occur in a narrow and wide context. For example, a brainwasher could use the techniques in order to control one person, or they could use those techniques in order to control the minds of a larger group all at once.

The Process of Brainwashing

The starting point of brainwashing is going to be the social circumstances and the mental state of the victim. This is going to be the foundation for the rest of the process, and if the manipulator is not able to figure this part out, then the brainwashing session just won't be successful. Brainwashing is not a process that is going to work out for everyone. It is going to require a good identification of a person who is looking for something or someone who has a void they are trying to fill.

This brings us to an important point. Who is the ideal victim for a brainwasher? People who have had their existing reality shaken up because of some recent events are some great targets for brainwashers. If you have lost someone you are really close to or had another dramatic or traumatic event in your life, then you may be more susceptible to brainwashing.

Once the brainwasher has found their victim, either through the Internet or in person, the process of brainwashing is able to begin. Contrary to the popular image you may have in your mind about a brainwasher, this person is often going to come across as someone who is rational, friendly, and calm. Someone who seems to have their lives together in a way the victim wishes they could have their own. Imagine how it would feel if you were homeless and a celebrity you admired befriended you. This is often how the process of meeting the brainwasher is going to feel for the victim.

The brainwasher is going to get to work right away. The first step for them is to create a level of rapport and trust between them and the victim. This is going to be done with superficial and deep similarities. The superficial similarities could involve some surface-level preferences, something like enjoying the same food or sport as the other person.

They will then move on to a deeper level of rapport, some that could involve a deeper shared experience that they had in the past. The brainwasher will most likely fake these, in a convincing manner, in order to create these bonds. So, if the victim shares with the brainwasher that they lost a close relative in the past, then the brainwasher is all of a sudden going to have a story that is similar to share with the victim.

This false connection and warmth emotionally is not the only thing that is going to occur. The brainwasher wants to cement that new bond as quickly as possible. It is not uncommon for them to provide favors and gifts to their victims. They could send them a gadget or some other item they may find useful. They may treat the victim to a meal. The point of doing this is to create a sense of gratitude and indebtedness from the victim to that brainwasher. This is going to soften up a lot of the resistance that the victim may experience.

After the resistance has been stripped away a little bit, the next step is going to be a sort of utopian presentation. This is going to involve the brainwasher slowly and increasingly offering a solution to any and all problems that the victim previously opened up about. This is not going to be a big hard push or sell. Rather, the brainwasher knows how to do this in an offhand and casual way to make sure they don't deal with any negative experiences by pressing the victim. This solution is always going to be the personality, ideology, or cult that the brainwasher is working to make the victim convert to.

When these steps are done properly, the initial stages that we have discussed are going to leave the victim wanting more. The victim is going to want more information and

more understanding of the solution that the brainwasher hints at. The brainwasher may even withhold some of this information in the beginning, treating it as something that the victim needs to do some work to attain. The point of doing this is to push some motivation on the victim in order to seek out and accept the information they are eventually going to hear.

After the victim has had some time being spoon-fed snippets of this belief system, and they have shown they will respond well to them, the brainwasher is going to be careful in order to reveal the right information at the right time. This is a concept that is called a gradual revelation or milk before meat. It is basically going to include the presentation of an easy to accept idea before the really controversial idea is revealed.

For example, if the brainwasher is trying to convert the victim over to religious terrorism, they would not just start out with the terrorism part. They may initially start focusing on the fact that God loves the victim, something that the victim is likely to accept. The more objectionable ideas, such as God wants you to blow yourself up, are ones that are saved until much later in the process. Once the victim has accepted that last part, then this brainwashing session is at a point of no return.

At this point, you may be curious as to why the victim is still engaging with the brainwasher, especially when these more objectionable ideas start to become apparent. There are three main reasons:

- The vulnerable victim has been worked on by the brainwasher. They feel a strong sense of liking the brainwasher, and they want to get the approval of the brainwasher.
- The victim has invested some time, and in some cases, money, in the process up to this point. This is often known as the sunk cost fallacy.
- During this process, the brainwasher has been amassing a lot of sensitive and secretive information on the victim. The brainwasher is often willing to hold this information over the victim to keep the victim on the right path.

Chapter 6

TECHNIQUES USED IN BRAINWASHING

Brainwashing is not always as intense as described. The described methods are used for "real brainwashing" and are rarely used. There are many other brainwashing types that actually occur every day. Maybe they don't make you abandon your old identity completely in favor of a new one, but they help to shift your thinking and thoughts about what is going on around you. We will focus on some of the tactics frequently used during the brainwashing process whether or not it is true brainwashing.

Hypnosis is sometimes a form of brainwashing. Basically, hypnosis leads to a high degree of suggestibility. This is often thinly disguised as meditation or relaxation. During the hypnosis process, the agent can suggest things to the individual in the hope that they act or react in some manner. Many people know hypnosis from the stage shows they saw. It is often also used as a means of improving health. Everybody has an innate need to belong to Peer Pressure. This could be with a specific group, family, friends, and the community. With the tactic of peer pressure, the doubt is eliminated that the subject feels along with the release of its resistance against new ideas by exploiting this strong necessity. If done properly, the subject may be more willing to experiment with new things, less shy about new people, and make new friends easier.

Love Bombing

The feeling of family in people is very strong. This is the group into which you were born and which you supposedly have been around for your life. You know better than anyone, and those who missed such a relationship may find that they feel alone and unwanted. The manipulator can create a sense of the family with love bombing, by means of emotional connection, feeling and sharing, and physical touch. This enables the manipulator and the subject to bind in a family manner, making it easier to trade in the new one's old identity.

Unbending Rules

The manipulator's rules are often strict and will not be modified. These rules make it difficult for the victim to think and act by themselves; instead, they will spend time doing exactly what the manipulator tells them to do. There are many different rules that can fit into this category, such as those for disorientation and regression, all the way to how medicines, bathroom breaks, and food are allowed to be used. These rules are in place to control the victim completely during brainwashing.

Verbal Abuse

Verbal abuse is one of the tactics used in the breakup phase. Often the victim gets desensitized when bombarded constantly with abusive and foul language. Physical abuse can sometimes supplement or replace verbal abuse.

Controlled Approval

The manipulator will work to maintain confusion and vulnerability during the break-up period. One way to do this is by means of controlled approval. The manipulator will punish and recompense similar actions, in turn, making it difficult for the victim to know right

Rejecting Old Values

The manipulator is trying to persuade the victim to denounce all of his values. This process is accelerated by bullying, physical threats, and other means. In the end, the subject will denounce the values and beliefs that it once held and begin to accept the manipulator's new way of life.

Metacommunication

This tactic is used when the manipulator inserts subliminal messages into the victim. This is done when the agent emphasizes certain words or phrases which are essential to

the new identity. The phrases and keywords are implanted into confusing lengthy lectures through which the subject is forced to sit.

No Privacy

Privacy is a privilege that many victims will lose until they have become a new identity. This is not only taken as a way of making guilt and misdeeds more visible to the victim, but it also removes the ability of the subject to assess the things that are said logically. If the subject has privacy, he or she will have time to take the information he or she received in private and may find that he or she is untrue or not up to what he or she already believes. Removing this privacy means that the agent or officer is always around and always leads the victims to a new identity.

Disinhibition

The manipulator encourages the victim to give childlike obedience during this tactic. This facilitates the manipulator's shaping of the subject's mind.

A Change In Diet

Changing the food consumed by the victim is another tactic that creates disorientation while increasing the sensitivity of the subject to emotional excitement. When the manipulator drastically reduces the food that the victim is allowed to consume, the nervous system of the victim is deprived of the nutrients needed to prosper. In this category, drugs may also be added to the mix.

Games

Games are sometimes used to induce greater group dependency. Games will be introduced, and most of them will be a victim to truly obscure rules. In some cases, the victim is not told about the rules and it must be identified or the rules are constantly changing. This tactic gives the agent more control.

No Questions

The victim is not allowed to ask questions during the brainwashing process. Issues promote individual thinking, which is dangerous for the practice of brainwashing. If no questions are allowed, it helps the agent to accept the new identity automatically from the victim.

Guilt

The victim was told they are bad and all they do is bad. Guilt is a common tactic used by the manipulator to challenge their beliefs and what happens around them. The sins of

the former lifestyle of the victim are exaggerated to bring culpability to life and strengthen the need for salvation in the victim. Fear is a powerful motivator and can do much more than the other tactics listed. Manipulators may use fear to maintain the group's desired obedience and loyalty. To do this, the manipulator can threaten the individual's limb, life, or soul for anything against the new identity.

Deprivation of Sleep

If you don't have the sleep you need, you will often be vulnerable and disorientated. This can help to create the ideal environment the manipulator seeks during the brainwashing process breakdown and denomination.

Confession

Confession in people who are transforming from their old identity to the new identity is strongly encouraged. During this process, the subject destroys its own individual ego by acknowledging the agent's innermost doubts and personal weaknesses. Once you can let go of these things, a new identity can be introduced.

Financial Commitments

Financial contributions are required in some cases. This can help the officer in many ways. Firstly, the financial commitment enables the subject to rely more on the group because they may burn bridges to their past. In the hope that they can overcome their shame and guilt, they donate different assets whether their car, home, money, or some other financial contribution. They are now attached financially to the new identity. In addition, these financial contributions can be used by the agent to foster its own needs.

Pointing Your Finger

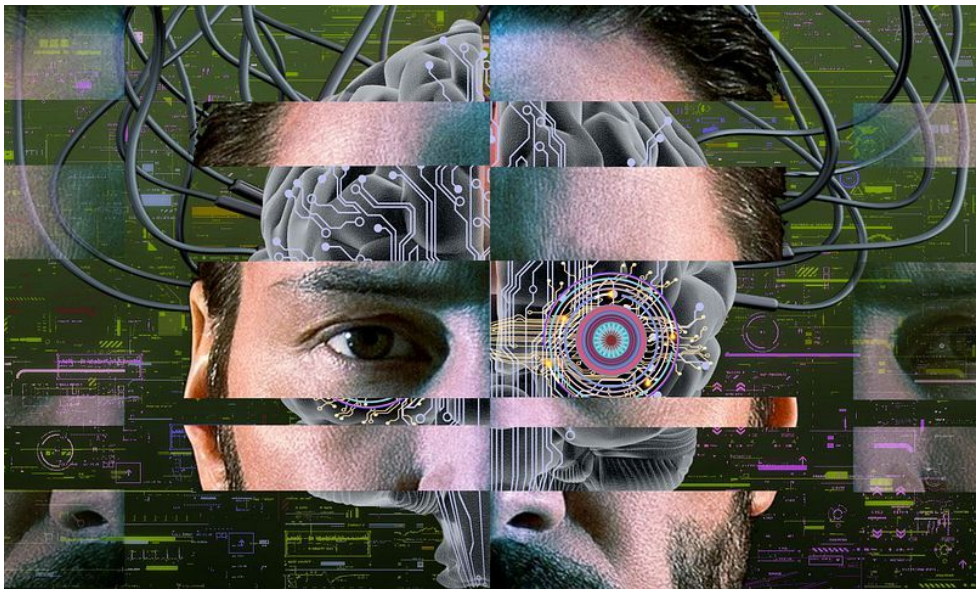
If you can point your finger towards another, you will feel righteousness. This is your way to tell the world that you are good by simply pointing out some of the deficiencies in the world. The manipulator may indicate all of the murder, racism, and gulf of the world, before contrasting it with the good of the new identity to which the victim is directed.

Isolation

When you're isolated from everything around you, it's hard to get outside opinions that may change your mind. That is what the agent is going to try because they don't want to get away with all their work. The brainwashers will be separated from society, friends, families, and any other rational references that will change their thinking.

Chapter 7

PROTECTING YOURSELF AGAINST BRAINWASHERS



When some attempts at brainwashing may be obvious and simple to detect, others are subtler. For that reason, it's very likely to become sucked into the process while stressing. The principal issue is to keep alert to any signs of misuse and misuse and keep on reevaluating everything that you hear. Simply talking, go through life with the proverbial pinch of salt for the information that is shared with you. Aside from having a healthy dose of uncertainty, there are various ways that you can guard yourself.

Remain Alert To Your Vulnerabilities

But smart you may consider being, therefore, keep in mind your head is more vulnerable to making mistakes in the way that it processes things. Once in a while, your mind can get cluttered and also make you vulnerable to being controlled by external forces. The elderly and the very young, for instance, are older applicants for brainwashing because of the naiveté brought on by inexperience and being from touch with modern scams, which are senile.

Watch Out For More Spun Tales

Someone may dress up the truth to the extent where it will end up a lie. The media is particularly guilty. There is a wise person that said that info is when a man bites a dog instead of when a dog bites a man. In an endeavor to show that the individual ate the puppy, info outlets are always trying to sensationalize what they report. Hardly a representative sample, but it packs a punch, which is greater than this type of fashion. Always know more about exaggeration, and once it's potential, ask resources to be noted for every claim you experience from the media.

Don't Believe The Hype

Maybe you've discovered what makes the utmost hype are often overrated? Many advertising and marketing specialists have mastered the craft of departing their products and alternatives to the top when they are not. Before you believe all the hype created about a person or product takes just a little time to consider, the stated thing requires so much marketing if they are as large as they claim to become.

An issue of importance does not need to be declared because folks will probably flock to them. The world now is quite spent by the hype, largely as it has come to be this much easier to disseminate information, untrue, and otherwise. Someone only wishes to compose a manual or generate a film that will 'go viral'. Before you know it, there is a person at the other end of this world who believes that a certain individual or product is your remedy to everyone's difficulties.

Be Skeptical Of Groupthink

Brainwashers are especially happy about the existence of groupthink because, more frequently than not, they do not like their intentions to question them.

Groupthink is your principal reason countless followers of a questionable religious figure are very likely to make decisions that don't seem normal to everyone else. At any moment, you wind up in a place with different folks where a decision needs to be generated, do not hesitate to be the voice of reason that the area so desperately needs. You simply can save yourself and some different people from getting overvalued.

Select Timelessness Over Trends

What phone do you need? What occurred on the prior phone that you'd --did it hamper its usefulness, or do you buy it because you thought you had to upgrade? Would you get matters if you'd like them since you are feeling pressured to own them? Depending on how you've answered these questions, you might start to see a habit in your options: you are the sensible type that buys for functionality or the style junkie that has to come across each new version of the iPhone whenever it is unveiled.

There's not anything wrong with owning the sleekest new variant of anything. Still, you receive a considerable problem on your hands in the event you're brainwashed into believing you need to get the newest of everything. It's possible to guard yourself against extra afield the incline down by constantly choosing timelessness over trends. More often than not, the majority of upgrades are not even upgraded. A manufacturer may argue that something is completely new and improved when they simply shifted the packaging. This sort of manufacturer is merely praying if you wish to acquire shiny new products. You cannot blame the manufacturer --which is how they remain in business. You might just make certain you do not fall to their tips.

Pay Attention To Your Gut Feeling

Whether you'd rather call it intuition or any hunch, your gut feeling is something that you ought to acknowledge as you go about your daily life. Many people have spared themselves a fantastic deal of trouble and pain by simply adhering to the nagging inner voice, which they like to discount. Your subconscious mind may quickly pick up danger before your conscious mind does. If an individual sells you a belief that does not feel good, listen to a gut feel. Your subconscious mind has picked up signals that don't sit and also certainly will soon be sending you red flags into your worth.

Chapter 8

USING SPEECH FOR MIND CONTROL

Spoken language is arguably the most powerful tool when it comes to controlling someone's mind. The words that you say can effectively express your thoughts, but they can also suggest that the other person needs to be thinking this way, too. Positive manipulators must become masters of speech. This can be difficult, especially if you are a naturally introverted person. In this technique, mind control allows all of us to be free of our shells. It is likely that influencing other people will also teach you something about yourself. Once you get the hang of communicating with other people, you will see that almost anything is attainable. Knowing when, what, and how to say something is your key to becoming an influential person.

Be Warm

We all have natural energy that we normally put out that other people can feel. Whether you are usually high-strung or reserved and private, you still have unique energy to offer other people. With manipulation, you want to be as likable as possible. Try to put out the energy that suggests people can come to you if they need to. You want to express yourself in ways that indicate that you are readily available to talk with someone. This

isn't possible when you are stuck in a mindset of only being one way. To be warm, you must be adaptable.

Having warm people in your life is a great thing. If you can think of someone like this that you have in your own life, you can probably recall several positive associations that you have together. You should aim for your presence to be memorable in all the best ways. Give people something to look forward to when they choose to interact with you. One of the easiest ways to practice this is to treat others as you would treat your best friend. Think about each person as being worthy of kindness and love. When you can fully accept people, flaws and all, it becomes easier to be warm and friendly.

See Them How They Want to Be Seen

If a person chooses to identify a certain way, it is most respectful to accept this with no questions asked. Personal identity plays a huge role in how we perceive ourselves and the world. Anyone that challenges this automatically becomes somewhat of a threat to our happiness. Imagine if you see yourself as a professional musician, playing gigs in bars and coffee shops that are big on a local scale. Sure, this might not mean that you are well-known on a global scale, but this still does not diminish the way that you feel about your career path. Anyone who would suggest that you are not a professional musician would be seen as a negative influence. This is someone you wouldn't likely trust or listen to when it comes to advice. Think about this when someone shares their identity with you.

When it comes to being a persuasive person, you need to appear like you are always on the same page with other people. Listen to any expression about identity and remember this as you interact with the person. It is not within anyone's best interest to challenge or "correct" them. This will only make your efforts to positively manipulate them even harder. If you do want to discuss the topic, ask them questions in a way that does not suggest you are dismissing who they are. You can ask questions that will show your interest without appearing as though you are being skeptical or critical.

Tell Them Some of Your Secrets

There is no better way to reach a point of trust with someone than by revealing your own secrets. This puts you in a position of vulnerability while also showing the other person that it is okay to discuss deep topics. Being truly vulnerable and revealing your truth does take a sense of self-confidence. You must be secure enough to admit your secrets to someone while knowing that they will not be able to use this information to hurt you in the future. The trick to this is only revealing things that you would be okay with the whole world eventually knowing. Once you tell someone a secret, there is always a chance that it could be spread. By sharing things that will not damage your reputation or mental health, you will be okay if this ends up happening.

That's not to say that you should make up lies in order to have "secrets" to share. As we have gone over already, being genuine is the best way to be. Share things with other people that you normally keep to yourself. They don't have to be shocking or scandalous secrets. The best kinds of secrets to share are the ones that showcase how anyone can feel vulnerable or insecure. Revealing your deepest fears to someone is a way that you can show them that you trust them. It will also encourage the person to share on the same level in return.

Show Them You Can Keep Secrets

Being able to reveal secrets is one thing, but more importantly, you must also prove that you can be a great secret-keeper. Even if you begin opening up to other people by disclosing private information about yourself, this usually isn't enough for them to begin mirroring you. Being able to keep a secret is an important factor in whether or not other people are going to want to share them with you. Your reputation matters here; if you are known for talking about other people behind their backs, it would appear that you would also talk about their secrets. Become known for being a confidant, someone who people enjoy venting to because of the respect that you have for what they are saying.

When someone tells you a secret, they should not expect to hear about it from someone else after they tell you. They should also know that others aren't going to come up to them asking if they can help with a said secret. Some people believe that sharing secrets is acceptable if it is done with positive intent. Bottom line is that secrets should be kept private, no matter how small. As long as you stick to this rule, other people will feel more comfortable around you and confide in you. Show them that you have no reason to use the information against them, that you are coming from a place of caring energy. It is those with ulterior motives that often appear untrustworthy. When you are able to prove that you have no other intentions than helping a person and being there for them, you have reached the exact role that you must remain in.

Sense of Humor

Keep conversations fun! If you are too stiff with your tone and dialogue, this can become off-putting when someone is talking to you. It is easy to get carried away with reaching your goal of positive manipulation, becoming so focused that you forget about your sense of humor. Utilize it! It is okay to use humor to become close to someone, in fact, this is one of the easiest methods to do so. We can all bond over laughter; it is universal. Let your sense of humor shine through when it is appropriate. Allowing others to see this aspect of yourself can often put them at ease. It shows that you are able to be lighthearted in your interactions.

A lot of people will use humor to disguise insecurity. Take note if someone is joking around a lot, especially when you try to talk about serious topics. Humor can be a great way to disguise intense feelings of sadness or anger. By being aware of this coping mechanism, you might be able to get through to someone on a deeper level. Acknowledge their sense of humor, but also try to steer the conversation into one that focuses on actual feelings and desires. You'd be surprised at how easily people begin to open up once they realize that you have the ability to find humor in life.

Let Them Talk About Themselves

Sometimes, being influential means being able to listen to others talk about themselves. It can be hard to launch into a full-fledged discussion that revolves around yourself, however, think about the therapeutic benefits of doing so if someone invites you to. You will want to encourage this behavior as much as you can. Allow the other person to feel that it is okay to vent about themselves and that you are happy to listen. This is the one case where reciprocation is not necessary. Just because someone goes on a tangent about themselves does not mean that you need to do the same afterward. Let them have the moment so that they feel important.

Make yourself readily available to listen and encourage the other person to think deeply about how they are feeling. Most of us would jump at the chance to engage in a conversation like this, whether we realize it or not. There are normally not a lot of opportunities to do this. It is important that you never use this against another person when you are positively manipulating them. Never lead them to think that you are annoyed or irritated with listening to them talk about themselves. This can lead to a withdrawal of trust, and it can happen very quickly if you are not careful. Keep your reactions positive and open to encourage the same.

Be a Bit Vulnerable

Choosing gentle language and emotionally revealing topics can allow another person to put trust in you. When you have walls up, it doesn't do much to encourage the other person to put theirs down. You need to act as you want to be treated, so by showing someone that it is okay to be vulnerable, you are essentially encouraging them to reciprocate the same thing. Vulnerability is what you need to make sure that you can successfully influence someone. They need to be willing to let their guard down and consider the advice that you are giving them. There is a stigma around being vulnerable; a lot of people believe that it is a sign of weakness. By embracing a confident attitude, you can also express your true feelings and still remain strong.

Being vulnerable is a great way to remain honest with yourself and to others. By opening yourself up in that way, you are accepting yourself for who you are. This is a great lesson to practice, and it benefits everyone involved. The more that you are able

to open up, the deeper that you will be able to connect with other people. Some of us have trouble with this because we might be unsure about others' intentions. To encourage vulnerabilities in others, respond in ways that are not judgmental. This accepting behavior will promote openness in the interaction.

Show Them That You Like Them

Validating others is important when you are trying to create connections. We all worry about how we are perceived, so it makes sense that validation would put us at ease. Don't be afraid to show people that you like them. This can be something that you explicitly state, or it can be shown in your behaviors. No matter how you feel comfortable expressing it, try your best to be as clear with people as you can. Leave no room for interpretation when it comes to your intentions. You want other people to have a clear idea of what you mean by what you say and do. Being direct will always work out in your favor instead of acting with hidden intentions.

You won't be able to successfully manipulate others without this sense of camaraderie. Not only do you need to create a sense of trust between the two of you, but you also need to come from a caring place. Remember that reaching this level of trust takes work. Validate others when you truly mean it. Being genuine and kind will get you a lot farther than trying to suck up to someone because you feel that it is what you are supposed to do. The trick to becoming a skilled manipulator is to always speak genuinely, even when you are trying to guide the person in a certain direction.

Give Them Compliments

A great, quick way to get someone to do what you want is by providing them with a compliment first. Compliments are great because they are kind and also self-esteem boosting. When you say something nice to someone, it has the ability to turn their whole day around. A lot of us are actually uncomfortable when it comes to receiving compliments because we don't know how to react to them. Those with low self-esteem can often feel awkward acknowledging nice things about themselves. Your intention with a compliment should follow the same honest and genuine narrative that all your other dialogue follows. Only give someone a compliment if you mean what you are saying.

Giving a compliment is like softening a person up. It naturally puts them in a more relaxed state, and it allows the person to see you in a positive light. This is exactly what you need in order to positively manipulate someone. If you seem to be having trouble breaking through to a person, try giving them some compliments. It could be enough for them to start warming up to you. Know that not everyone reacts well to compliments; some people can actually be very resistant to them. Use them sparingly at first, until you

know how the person is going to react. This friendly gesture might be all it takes for someone to believe that your advice is worth trusting.

Display Positive Emotions

Just as it is advised to leave your personal life at home, the same can be said for any negative emotions when you are socializing. If something is truly bothering you, other people will either see it or sense it. Humans are expressive creatures. We wear our emotions all over our faces, carry them in our body language or within our tone. A big mistake that can sometimes take place is accidentally unleashing your negative emotions out on other people when the problem itself might not even involve them. Know that you are responsible for your own feelings. While other factors might have led you to how you feel, it is ultimately up to you to decide how you are going to act. If you know that you are in a bad mood, you should work on this before you attempt to become close to another person.

While being close to someone provides a confidant and an ally, it can also unknowingly provide an outlet for any anger or sadness that you are feeling. People who become too comfortable with one another might mistakenly lash out. Know that you should always remain positive when you are trying to positively manipulate someone. It doesn't make any sense to act otherwise. Unless that person genuinely upsets you, try to keep your negativity to yourself so that you can properly sort through it. You will want to set a positive example for those you are trying to influence.

Chapter 9

MIND CONTROL AND MIND GAMES

Mind Games

One modern incarnation of the mind game is the type used by Jedi's inside of the Star Wars franchise. A Jedi mind trick in the franchise is when an experienced Jedi warrior can use the power of the Force to implant suggestions in the minds of weaker-willed individuals. As it plays out, the Jedi mind trick looks more like a form of coercive control.

Here too, the dark manipulators of the world would be salivating at the thought of gaining such power. It is not merely because of how effective it is in the franchise, but because such ability implies that the attacker is in a way superior, or more intelligent than the person they are "tricking."

Mind games in real-life work a little differently. A mind trick may be a simple stab at the other person where it hurts to get "under their skin" or to strike a nerve with them. The purpose of the mind trick is not to control outright—as in the case with the powers of the Jedi—but to divert frustration, as well as a wide range of other emotions inside the target.

The role that mind games play in dark psychology is more akin to an auxiliary tool for manipulation. A successfully deployed mind trick may soften up an individual for additional attacks. It can also be used to evoke certain behaviors, much like someone poking a pull with a stick to get it inside of its pen. Finally, it can be used as smoke and mirrors to divert attention from the attacker.

Defining the Mind Trick

A Jedi master can beam a supernatural manifestation of the Force into their victims and implant a thought. A dark manipulator has no such recourse. Instead, they need to do it through language. Spoken and written (or texted) words are the primary attack vector of the mind trick, but they can also come in the form of actions taken against the target.

Another term that could easily be used to describe a mind trick is a mind game. Both can be used interchangeably, but the mind game most commonly refers to a more massive campaign or goal that is being carried out by using mind tricks. The mind game becomes the overall strategy, with each mind trick being individual tactics.

A mind trick can be a spoken sentence or command, but it can also be an action. This opens up the possibility of unilateral attacks that don't rely so much on language. Activities like eating someone's lunch at work, giving them a gift for no reason, and using the silent treatment are all examples of mind tricks that don't require an attacker to utter words.

Mind Tricks in Human Relations

People play mind tricks on each other all the time. It has come to be expected in relationships, at least to some degree. Usually, they result in mind tricks because there is some issue in the relationship that they are too squeamish about addressing and instead prefer to use side-channel attacks.

Mind tricks are also used offensively to break an opponent from afar. Mind tricks take the form of harassment if the objective is to disorient someone or to push them "off their game." Any competitive pursuit will have a specific element of mind trickery going on. This is evident at just about any significant televised fight weigh-in or briefing. The two fighters or boxers are already at each other's throats without even being in the ring.

A mind trick directed at someone else can either be aggressive or passive-aggressive. Both have their unique set of applications, their strengths, and their weaknesses. Overt aggression can be used in fear-based tactics to get someone to back down. Passive aggression can be used to annoy somebody, often without them being able to retaliate.

The effectiveness of the mind trick will vary in the context of the situation. And it applies as well to the psychological makeup of the target. If the objective is stalwart in all aspects of their psychology, starting a mind game campaign against them might not be

wise. On the other hand, someone who is easily excitable, emotional, or hot-heated is more susceptible to mind trickery.

In the Workplace

Office politics is the primary area where mind tricks are used on a near-daily basis. Here, there are protections in a place where one couldn't just muscle their way to the top. Instead, the battle is fought through wits. Even if one has no desire to climb the social ladder, they might want to defend themselves from being mistreated by others.

Be wary of the overly friendly coworker who is suitable to you, but who openly talks smack of other workers behind their back. This is a manipulation technique used by psychopaths and less scrupulous workers to gain your trust. Before long, this trust relationship is elevated, and it will be the target who dishes out the dirty work of their manipulator. This is a type of aggressive mind trick.

Spreading rumors and bad-mouthing others are some of the basics of mind games in office politics. A single person spreading discord from inside the organization can take down entire teams one by one.

Reverse badmouthing is just as bad. This is what happens when a coworker approaches you and indirectly convinces you to badmouth someone. Usually, by saying something like, "Don't you think X is terrible at making reports?" If you agree with them, they can then go up to X and tell them that you think they are bad at making reports. These people are generally very persuasive, so they are best kept at a distance.

Very often, the terms "office politics" have nothing to do with actual political behavior. A lot of it means drama in the workplace, in the form of badmouthing and spreading rumors. Those who are targeted may be skipped when it comes to handing out promotions, given that their attackers were successful in their efforts to discredit them.

Passive Aggression and Sabotage in the Workplace

Remember that the goal of office politics is to gain promotions and pay raises while at the same time excluding others from getting them. They may also determine who gets to work on what and gets to offload their "dirty" or undesirable work to another employee. Like general managers and bosses, the people who make decisions are never to be treated as friends.

Passive aggression can be "accidentally" misplacing employees' work orders, causing them to have to resubmit it and fall behind everyone else. Very rarely will passive-aggression come in the form of purposeful inefficiency unless it is coming from the top. A company's seniority can afford to slack off during work purposely, but if the lower employees do it, they can be fired in time.

Sabotage is pretty straightforward and is a risky option because if caught, the consequences are severe. But if executed well (perhaps with help from an underline or a "minion" who the attacker has manipulated into doing their bidding) then the sabotage can get employees fired, or even seriously injured. The most common targets for destruction are machinery and computer systems.

Aggression in the Workplace

Aggression in office politics most commonly comes in the form of badmouthing, but may also be through one-upmanship, or continually being in a competitive state where one must be superior to the other. One-upmanship is interesting because it doesn't always reflect some political goal. It may only be a projection of insecurity.

An attacker who uses one-upmanship is trying to get into the head of their target. The goal may be to affect their self-esteem or to belittle their achievements. An attacker can also lure someone into a game of one-upmanship to exploit insecurity. For example, a coworker continually finds the need to be better than others may be projecting, while the coworker who does it selectively is looking to fulfill an objective.

Mind Games in Interpersonal Relationships

Sometimes in romantic and platonic relationships alike, there is the tendency to play similar games. When it comes to romance, an attacker may exhibit pettiness or overly controlling behavior to get a reaction from their partner. Most of the time, this comes under the context of emotional manipulation and abuse.

For example, an attacker may try to wage a jealousy campaign by purposely flirting with other people while in the earshot of their partner. They might have zero intentions of getting involved with someone else, but they want to see how the partner behaves in response. There is a power relationship here where the attacker is clearly in control of the other.

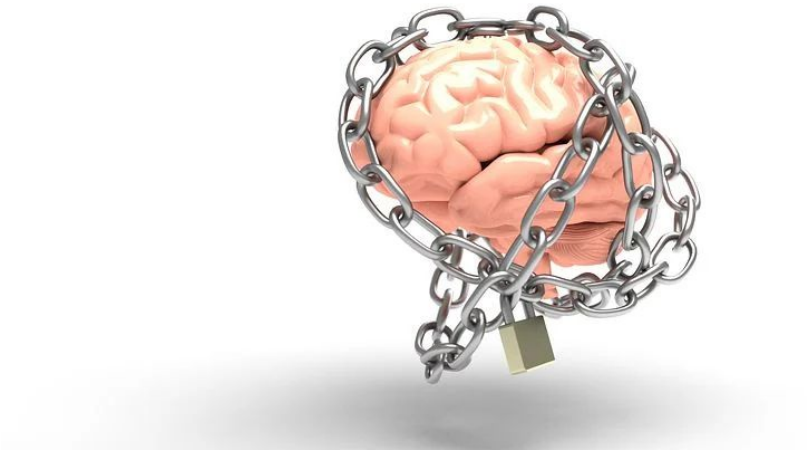
Other manipulations may be gaslighting based, again, for emotional manipulation. Something common in romantic relationships and familiar ones is the charge of not receiving enough emotional support. Commonly found in single parents, or parents with partners that work away from home, emotional support may be used to gaslight children of narcissistic parents.

Emotional incest happens when a parent demands that their children give them the same sort of emotional support one would typically expect from a spouse. It can be particularly damaging to the child's self-esteem and lead to behavioral problems down the road, just like common incest might do.

A lack of emotional support (or a perceived lack) in romantic relationships opens up the floodgates for a particularly nasty breed of gaslighting where the targeted partner is made to feel that they are not good enough.

Chapter 10

TIPS TO PROTECT YOURSELF FROM MIND CONTROL



There are tips you can use to protect yourself (and break free) from mind control. There are various mental control strategies but NLP, mind manipulation is a common example that has been used in the public eye by someone from self-help geniuses and coaches to elected officials and other important figures. These kinds of mind manipulation have been previously described, but the use of language to stimulate a trance-like country, even ambiguous language. You could even gain freedom from the control of NLP's mind and you can safeguard yourself. Below are a few clues.

Avert your eyes and unpredictably move them about

Eye contact is really a very potent way of establishing a way to establish an emotional bond with someone. To some extent, even animals participate in this. A good way to misrepresent some of your control is to move your eyeballs around in such a way as to be unpredictable. This stops them from the use of eye contact as a power inducer, which can, therefore, trip them up.

Be cautious about using unspecified language

Learning the strategies of mind control is interesting because many of them are so basic. Vague terminology has been proven successful in manipulating certain people's emotions and intentions. Public speeches that use ambiguous language, in particular, may cause a kind of community trance. Any kind of language you hear from a prospective narcissist or manipulator is not specific to must be a red flag.

Pay close attention

Anyone that employs mind control methods would be strongly tuned to any loss of focus on your side and it could be a signal for them to seek any mind control. Being mindful of the sorts of stuff you're asked when you don't appear to be paying notice, or just paying more consideration in the coming time.

Beware of allowing others to touch you

We talked about handling in terms of coercion so that still happens here. In this case, touching isn't really intended to impact you but perhaps to put you in a trance. A further touch afterward is enough to get you from a trance or keep you back in if you're out there already. It can be as simple to break free from mind manipulation as not to allow others to reach you.

Be careful about those who talk without really mentioning something

Much of what renders hypnosis so disturbing that the techniques utilized by hypnotists to trigger a coma in the audience remain. There are some terms or forms of words that may trigger this condition and it is necessary to consider individuals who talk in ways that look like nonsense to you. The concept isn't that the statements are false at all, and that those who seem to have been saying anything but that when collected together, the words have small significance.

Be wary about what others might really say

Speech is the method that hypnotists utilize to handle you, so you have to be careful about what they say and what the phrases signify to break free. Someone qualified in NLP can make a point, but terms that may be interpreted differently might be put in there. Those may be recommendations concealed in another group. Be mindful of the ways NLP professionals recommend stuff to you.

Leave situations in which you feel you are being led into a decision

Sometimes when the best step to free oneself from mental control is to get away from a situation. Practitioners are sufficiently skilled to be able to regulate you through

recommendations and other strategies whilst you are completely clueless. If you feel yourself being driven into action or judgment, then it might be a smart option to just stop. This is like shutting the door to the Jehovah's Witnesses, but sometimes that's what you'll do.

Let your instincts direct you

Your instinct about people is often correct, particularly when it comes to actions you encounter that seem odd. This is more like the Matrix where Neo perceives the very same cat multiple times and Morpheus tells him this is an indication that something has changed by the agents. If you see or experience anything that sounds unusual to you or appears odd to you, that is definitely so.

Be wary of vocabulary that encourages you to indulge in behavior

You may believe manipulators or narcissists would indulge in terminology that would command you to do something or that, but that's not how programming in the neuro-language functions. They use soothing, restrictive language to lead you into a trance.

Don't allow other people to copy your body language

Part of what's alarming about mind manipulation is that it appears to work because people are sensitive to mind power. In reality, you can't really label it ignorant because many people really don't realize what's going on. Anyone who copies the body language may be an indication that they are interested in mind control and one step in stopping this habit is being instinctively mindful of that and detecting risk.

CONCLUSION

I want to thank you once again for purchasing this book. I hope that it proved to be insightful and informative.

Psychological and emotional manipulation is certainly not desirable, especially when you are the one who is being manipulated. Such manipulation is a blatant violation of your natural right to freedom. You are free to do as you please, as long as you don't hurt anyone else in that process.

Now that you know what mental manipulation is all about, the ways to recognize mental manipulation, and the tips to overcome it, all that you need to do is apply this knowledge in your daily life.

The one thing that you must never forget is that life is unpredictable and there is very little that you can control, but the one thing that you can always control is the way you respond to a situation. Learn to listen to your gut and trust your instincts. If something doesn't feel right, then it probably isn't.

With the help of the information given in this book, you can turn your life around. You are the master of your life, and no one else has any control over you unless you let them.

Good luck!

COVERT MANIPULATION
A N D D E C E P T I O N

Learn How To Recognize Covert Manipulation
And Deception And Protect Yourself From It

INTRODUCTION

Covert emotional manipulation is an exceptional phenomenon that can happen to anybody, even you. Covert emotional manipulation occurs when a person uses dishonest and deceptive schemes to transform your thinking, perceptions, and behavior to gain control and power over you. When you are in a state where you feel less confident, less intelligent, less sane, less reliable, less secure, or less than what you were before, you are covertly emotionally manipulated. Behind the intensity of your mindfulness alertness is where emotional manipulation operates and restrains you emotionally, while as a victim, you know nothing about what is happening.

Some of what a skillful emotional manipulator will do to you is to influence you to place into their hands all your sensitive safety and sense of self-worth. Manipulators will continually and methodically break off your self-esteem and identity until there is little left the instant you make such a severe miscalculation.

Psychopaths and manipulators manipulate much in the same way as “pick-up artists” and narcissists. As for psychopaths, they have a perception that they are in charge and look down on others as their game to suit their hunting needs. Psychopaths have no compassion, no remorse or guilt, no conscience, and no ability to love. Achieving anything they want, including money, sex, or influence, and taking control and power is a game of manipulators. Not only that, but psychopaths also destroy their victims psychologically, emotionally, physically, and spiritually in the course of their actions. They use all tactics to realize their wishes. They will get going to the next conquest after they have won the game, filled with contempt for you and getting bored.

Covert narcissists cannot have a genuine connection even though they are so smart. They have a strategy from the beginning. Apart from that, they are proficient at reading your mind; gaining knowledge of your strengths, weaknesses, dreams, fears, and desires is so easy for them. With an armory of valuable manipulation schemes that they have chosen carefully and personalized only for you, it is not in them to hesitate from using all these against you. They yearn for control and power and will always persist in controlling you, even if it results in harming you.

At a point when you think your life has got the blessing of a tender bond through the magical excitement that has made a comfortable and delightful appearance, it might be that something quite sinister and different is behind it. Concealing their exact strategy and personalities is one of the skills of manipulators. The main goal of these

psychopaths is to fool you into trusting that they love and ready to do anything for you so you can confide in them in the course of a frenzied process of passionate illusion. They craft this stage of deep attachment not only to pin you but also to make you susceptible to the abuse and manipulation that will ensue.

Chapter 1

UNDERSTANDING COVERT MANIPULATION

One common form of manipulation that people use is known as covert emotional manipulation. As you may assume from just looking at the name of this particular form of manipulation, this is designed to be covert, or hidden, and emotional. This means that you are going to be toying with someone else's emotions in order to get the end result that you are looking for. You are looking for someone that is easily manipulated, usually with lower self-esteem, so you can control them.

When you use covert emotional manipulation, you are setting out from the beginning to learn the weaknesses in your target, recognizing what you know and what they know, and then making use of it all to control someone else. You are using this in any way that you can manage to ensure that, at the end of the day, you get what it is that you wanted or needed.

Understanding Covert Emotional Manipulation

Covert refers to the fact that your manipulation is secretive. You must remain secretive about this particular manipulation because you are probably trying to create a long-term victim for yourself. You do not want to let them know what you are doing too soon, or you run the risk of being ousted and losing all credibility. You want to ensure that, when you use these methods of manipulation, that you retain that form of plausible deniability that will be your shield when you are interacting. You can only do this by being careful about how you approach the situation. You must be willing and able to see that what you are doing must remain a secret and then take the necessary steps to do so.

Emotional refers to the methods through which you will be manipulating the victim. You will be relying on tactics that will directly change the emotional state of the other person. You are looking to use emotions because, at the end of the day, emotions are easily malleable. Emotions are automatic feelings that people have with little control over them. Beyond just that, however, emotions are also able to control you. They are motivational—they determine what you are doing just due to the fact that they are meant to prepare you for some sort of situation. You feel fear when there is a threat, for example, to prepare your body to run or fight. You feel anger when you need your space, so you are prepared to fight for it. You feel happy when all needs are met because you do not have to do anything else at that moment and because you want something good for people to strive toward.

When you are using covert emotional manipulation, then you are looking at the best possible ways to trigger these emotional reactions that you are looking for. You are trying to sway the other person into doing something in particular, and in doing so, you are able to get those end results that you want. You are essentially weaponizing someone else's feelings in hopes of controlling what they do, when they do it, and why they do it.

Using Covert Emotional Manipulation

Using covert emotional manipulation is not particularly difficult, so long as you follow a few specific steps. You must be able to prime your target into being receptive to you in the first place—you do this through putting yourself into some sort of role of trustworthiness in the first place—you may do so through, for example, befriending someone or through setting yourself up to be in a position of power. Once you have ensured that you are in that position, you must be able to create emotions into your target, and then you must be able to exploit them.

At the end of the day, these emotions that you will be using can vary greatly. Some of the easiest for manipulation, however, include the following:

- Fear: This emotion is meant to drive you into defensive mode. When you trigger fear in someone else, you are trying to make them feel like they have to do something to alleviate that fear as quickly as possible. You may do this by

attempting to convince them that if they do not comply with you, someone will get hurt or that there will be some other majorly negative result if they do not follow along. When you get someone into a fear response, you have already lessened their ability to think rationally—when people are afraid, their brains usually stop working properly. You trigger a response in which the blood that would normally work for higher cognition and rationalization is diverted to the body in order to prepare the muscles to fight or run away. Senses are sharpened, but thinking abilities are dampened. Usually, when you have triggered fear, people will be acting in a way that will alleviate that fear rather than in ways that are rational—they just want it to stop.

- Sadness: When you trigger sadness, you are setting someone off into a chain reaction of feeling hurt in some way. Usually, when someone feels sad, they have experienced some sort of major or significant loss that is coloring their perceptions of the world around them. Usually, these people just want to change the world around them to make it stop, and they will do just about anything to make that happen. This can be easily exploitable—when you trigger that sadness in someone else, you can then provide them with something that you want them to do and frame it as if that will alleviate those feelings for them. You are essentially convincing them to do something because you claim that it will alleviate that sadness, not because it actually will.
- Guilt: This is another of those negative emotions that are meant to discourage a repeat of behavior that led to some sort of failure. In this instance, guilt is created when you fail to meet one of your obligations. We all have obligations in life—there may be obligations to pay our bills to ensure that our children have roofs over their heads or to make sure that we get up in the morning to let the dog out to do their business. Obligations drive us to make sure that needs are met and everyone is well taken care of. However, when we do not meet those obligations, we tend to feel guilty. In many instances, these obligations are meant to keep people alive—we need to feed and house our children so they can grow and avoid dying from exposure to the elements. We need to take care of our dogs because they cannot let themselves out, and if you do not let them out, you run the risk of them injuring themselves, trying to hold it while they wait for you. When you feel guilty, you are essentially feeling a feeling of failure. You have failed to meet your basic obligations, and you feel bad about it teaching you a lesson. When you keep that in mind, then you can use guilt on other people. You make them feel bad for not doing their part and then offer them up a solution that will alleviate it.
- Anger: Anger is a bit of a tough emotion to exploit because if you do not play your cards exactly right, you run the risk of it all blowing up in your face. Anger is used to make people fight back. When you are triggering an angry reaction, you want to encourage someone else to feel like they need to go on the offensive

against someone else. You will want to do this to create wedges between people, for example, but beyond that, the uses for this particular emotion are somewhat limited—if you are not careful, all you will do is cause that anger to be directed at you instead of at who you would like it to be. It is kind of a mixed results situation in which you are unsure what the true end result will be.

Chapter 2

THE COVERT NARCISSIST

Covert, sometimes known as vulnerable narcissists, are secretive about their manipulation tactics. They prefer to hide behind the victim mask, particularly because they are already quite sensitive to being rejected or feeling abandoned. They use their fear of rejection to motivate them to guilt others into keeping them close, and the easiest way to keep people around them is to pretend they need more help and support than they are getting. People are more inclined to help those who are hurting or have been victimized, hence the covert narcissist's tendency toward victimhood.

The covert narcissist is often oscillating between feelings of inferiority and superiority, depending on what has happened recently. When feeling inferior, they seek out narcissistic supply, playing the victim to get what they need or want. When they have fed off of another's attention, they can then oscillate back toward feeling superior again, having just boosted their egos.

Covert narcissists typically are quite reactionary. They do not cope well with the unexpected, and when they are denied whatever it was they were seeking, they tend to explode, even though they commonly present themselves as quiet, timid, and the victim. It becomes clear that, when provoked, the covert narcissist is quite a force to be reckoned with and can be extraordinarily violent and aggressive when crossed. They may prefer to mask themselves as victims in every situation, but they struggle to keep that mask when they begin to feel overwhelmed, allowing their truly vulnerable, raw, true self to be exposed.

Typically, upon being challenged, the covert narcissist starts with bouts of passive aggression in an attempt to remain the victim. If at all possible, the covert narcissist will maintain this persona. For example, suppose you have a covertly narcissistic spouse who frequently arrives home from work late, leaving you scrambling to get to your job on time because she leaves you alone with the children. In that case, you may tell her that she really should be calling you if she thinks she will be late so you can plan accordingly and set up alternative care if necessary. Your narcissistic spouse may begin crying about how you do not trust her and that she is trying so hard for the family. She gets so caught up in work and trying to earn extra money that she forgets and that she's too stupid to be a viable partner.

Suddenly, the burden is shifted onto you. You are left either telling her that she is not stupid, awarding her victim mentality with validation, or you do not accept it and risk setting her off into a narcissistic rage. Neither of the options is particularly desirable for you, as is the common theme with the narcissist. The only winning move is not to play at all.

Ultimately, the covert narcissist is quite fragile and self-conscious. She worries about her self-consciousness so much that she pretends not to be. This is the persona, the false self, that she creates. She is, essentially, overcompensating for her shortcomings and creating something that skews toward grandiosity to make herself seem as though she is far more self-confident than she is.

She craves relationships with others, though she struggles to make anything meaningful due to her inability to empathize effectively, but she makes her self-worth entangled around other people validating her. She needs to feel wanted and needed by others to feel her self-esteem increase, which is why she pretends to be someone she is not. She tries to build up a rapport with others, preferring her manipulation tactics to go unnoticed to convince others to like her.

Typically, the covert narcissist is the result of some sort of childhood trauma that left her feeling abandoned or neglected, and creating a persona of perfection enables her to deny that the abuse, neglect, or abandonment, or whatever other trauma she endured, was not her fault and cannot fall upon her in any way.

Ultimately, while the grandiose narcissist seeks to be the center of attention and seen as superior to all, gaining power and fame, the vulnerable narcissist's goals are far more reasonable. She wants to be the best of whatever role she has entered and someone that everyone respects. She does not need the ultimate power to be recognized for the effort she puts into what she does. She wants to be seen as a great mother, wife, friend, or general member of the community rather than be in a leadership role. She will do whatever it takes to get to that position and behave in ways that may not seem selfish, particularly if others witness it. She will behave generously, but that generosity has to happen when others are everywhere. She will behave kindly to others and genuinely

attempt to make and maintain friendships, though her lack of empathy for others, paired with her constant attempts to make herself the victim, will make companies difficult to maintain.

Chapter 3

HOW TO DISCOVER IF YOU ARE BEING MANIPULATED

Because manipulation can be so incredibly tricky to identify, it often goes entirely undetected. Particularly in the case of covert manipulation, the entire purpose is for the process to escape detection, and unless you are well-versed in some of the most subtle warning signs, you are likely to fall victim to the tactics of a manipulator. These signs are crucial to know if you have ever fallen victim to a manipulator in the past, particularly because people who were victimized by manipulation in the past are frequently victimized in the future as well, due to sharing some of several traits that make an individual attractive as a target of manipulation.

Manipulators love people that possess five key similarities, as they create a much easier target for manipulation than others. These traits, while many can be incredibly useful in social settings, can also be used in the worst interest of the individual. These traits include:

- ***Overly-trusting:*** People who are trusting will often give others the benefit of the doubt, even when it is unwarranted. They will repeatedly give manipulators chances to prove themselves, even to their own detriment.
- ***Empathetic:*** People who are empathetic are easily swayed by those who want to control them. They can be pushed to be angry, afraid, happy, or anything else simply through emotional appeals.

- ***Codependent:*** People who are codependent feel as though they cannot exist without their relationships, and because of that, they often feel they have no choice but to put up with any and all abuse given to them.
- ***Conflict-avoidant:*** When people become conflict-avoidant, they are willing to put up with all sorts of negative or manipulative behaviors simply because they would rather put up with it if putting up with it means they do not have to argue or confront someone.
- ***Troubled past/upbringing:*** When someone has a troubled, dysfunctional upbringing, they often never learned what a healthy lifestyle looks like. Rather than noticing red flags in relationships and behaviors, they assume the behaviors they saw in their childhood are normal. Yelling, manipulation, and even physical and verbal abuse can be normalized, meaning they are willing to put up with the worst behaviors.

Those traits create the perfect storm of someone who is easily targeted for manipulation, and because they hold those traits, they are frequently sought out specifically to be manipulated. Understanding these traits is important to recognize the kinds of people likely to be manipulated. If you have these traits, it is a sign that you should look to see if you are being manipulated yourself.

Feeling Ignored or Unimportant

When you are in a relationship with a manipulator, frequently, you are being targeted simply because you make a complacent target that is not likely to resist much. You may not even realize that you are being manipulated, though you know that you are unhappy in the relationship. When this happens, you need to stop and consider why you are feeling unhappy in the first place. Oftentimes, that unhappiness is rooted in feeling as though you are unimportant. You may feel ignored or as if your own opinions are completely irrelevant. If your preferences are never considered, you have a good reason to believe that you are, in fact, being manipulated.

Stop and consider whether your partner, friend, coworker, boss, or whomever it is you feel may be manipulating you; actually, do consider your likes and dislikes. It is one thing to compromise and agree to do something you would prefer not to, at least sometimes, but you should also have times in which you are getting what you want or need rather than relenting to whatever it is the other person wants.

Beyond compromises and getting your wants and needs met, do you feel as though you are actively being listened to? The manipulator does not care about his victim's feelings —all that matters to the manipulator is getting his way at the end of the day. If what you are saying is often cut off by the other person, at which point he or she changes the topic altogether, you may be in the vicinity of a manipulator. Someone who makes you feel

unimportant or as though your thoughts, feelings, or beliefs are lesser is oftentimes using you rather than actually interested in you.

Constantly Disadvantaged

Because manipulators are almost always seeking out extra control over other people, it is oftentimes the case that they are actively seeking out ways in which they can regain the upper hand. Most frequently, this is through tactics that allow for a "home-court advantage," meaning the situation is largely controlled by the manipulator. If you feel as though you are constantly out of your element when interacting with the individual, it is possible you are being manipulated or controlled.

The manipulator may constantly invite you to parties at his house or places he frequents, and if you try to reciprocate the invitation or invite the other person to spend time with you in your home environment, you are declined. This is because doing so grants the manipulator far more control over the situation and you than expected. You are exposed to what the manipulator wants to expose you to, and the manipulator, if he is good at what he does, will make sure he exposes you to only situations and events that would be beneficial to him.

This has a second level to it as well—when you feel out of your element, you are more likely to lean on the manipulator's familiarity and expertise. You will default to whatever the manipulator is saying or doing, and you will follow his lead. You are left in a position of vulnerability in which you are unsure of what to do next, and when people do not know what to do in a situation, they oftentimes will default to what their peers are doing, and in that situation, your peer is likely the manipulator. The manipulator is aware of this tendency, whether he is intentionally or unintentionally using it, and because he knows of the tendency, he will make it a point to keep you out of your own element to keep you complacent.

Feeling Fear, Obligation, and Guilt

These three feelings are closely intertwined and most frequently are used together in order to control other people. When someone is manipulating you, you are oftentimes obliging whatever the manipulator is pushing for because of one of three reasons—you feel fear, obligation, or guilt. While all three are healthy emotions some of the time, and they each serve incredibly important purposes in healthy relationships and situations, you must also keep in mind that they can become weaponized by a master manipulator, and when the master manipulator discovers the key to these three feelings, he discovers the key to your own behaviors.

Fear is a motivating emotion—it exists to encourage you to protect yourself in any way possible. You may prepare to run away if running gives you the best opportunity for success. You may prepare to fight if you are in a position where you cannot run or if you

are in a situation in which protecting yourself seems to be more conducive to survival. You may even freeze up in fear if the fear is overwhelming, giving the individual carte blanche to overrule anything you are doing or saying, and you are likely to follow along due to not knowing what else to do.

An obligation is a motivator to do what is right or expected. When you are obligated to something or someone, you feel an intense drive to follow through with whatever is expected. For example, humans frequently feel an intense obligation to take care of their children. That obligation is what makes parents wake up at all hours of the night to ensure that their children are fed and clean, particularly in the baby years in which the children cannot care for themselves. That obligation can be incredibly motivating for the individual. Of course, this obligation can be created in several different ways: the principle of persuasion known as reciprocation is relevant to creating an obligation. Empathy can create feelings of obligation as the individual often feels a moral obligation to alleviate any negative or harmful emotions being felt in the other party. Familial relationships can be used to encourage obligation, as oftentimes, we are taught from an early age to take care of our family. Another way to create obligation is through the persuasive principle of consistency and commitment. All of these instances can create the motivation to do things, even if they are things you would rather avoid doing in the first place.

Guilt is the result of an obligation that has been unfulfilled. It is meant to feel bad in order to encourage the individual to do better and avoid failing future obligations. The guilt essentially magnifies the feelings of obligation, and they can be used to coerce other people into fulfilling obligations. This is the birth of emotional manipulation such as guilt-tripping—the entire purpose is to use guilt to push people to do things they do not want to do by appealing to their sense of obligation.

Self-Doubt

Manipulators love to make people feel like they are crazy. They are able to do so through techniques like triangulation and gaslighting, both of which can lead to the victim of manipulation feeling as though he or she is actually in the wrong and confused about the entirety of the situation at hand. Oftentimes, the individual is left so convinced that the perception of reality is wrong that he or she instead defers to the beliefs or recommendations of the manipulator.

Of course, that is exactly what the manipulator wants; the manipulator wants to be in a position of power in which he is able to control the situation. If the individual constantly doubts herself, the manipulator has an easy in—the manipulator becomes a sort of beacon for the victim to follow; a guiding light, but rather than guiding the victim to safety, the manipulator does so to trap the victim in a perilous web of lies and deceit.

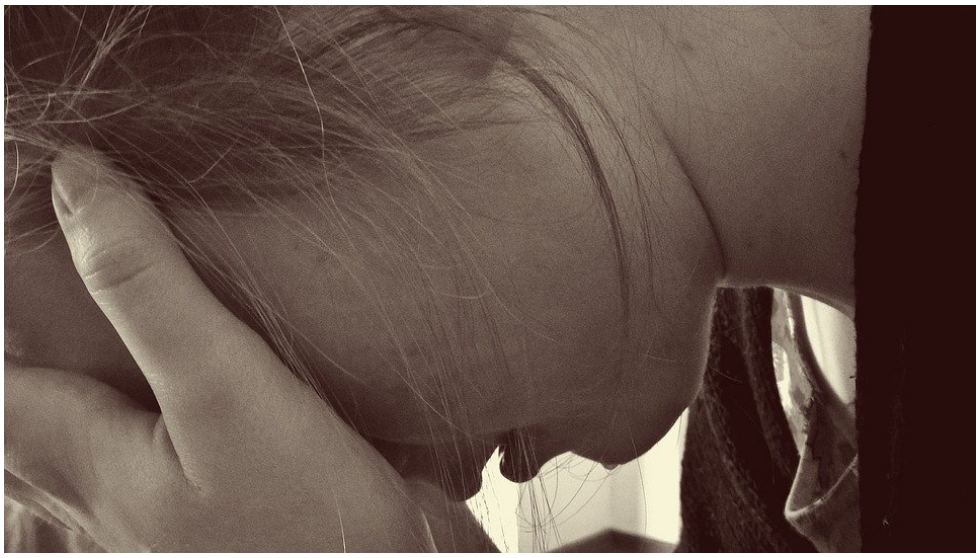
If you get to the point that you constantly feel as though your own perceptions of reality cannot be trusted, it may be time to re-evaluate. Ask those around you whether your perception is skewed, and make sure you ask more than one person. In only asking one person, you may actually be asking the manipulator, and the manipulator is not likely to tell you the truth. By asking several people, you can ensure that you get an honest interpretation.

Friends and Family are Concerned

It can be easy to brush off the opinions of friends and family as biased and too harsh, but they deserve some consideration, particularly if you find that your loved ones are constantly voicing negative opinions. Sure, it could be easy to push them away, and sure, people sometimes voice opinions that are intended to put a wedge between two people for selfish reasons, but far more regularly, when you have several friends and family members that are voicing concerns, it is often for a legitimate reason that at the very least deserves addressing. While it may be a hard pill to swallow that some of your friends or family may dislike someone you want in your life, if they dislike the other person, they probably are seeing red flags that you are missing somewhere. Considering that most of the time, loved ones only want what is best for you, you should take a look at what is happening and try to see through their eyes, at least for a little bit. Remember, your empathy is your biggest asset, and it can absolutely prove to be beneficial if you are being told by several people that there are problems in a relationship in your life.

Chapter 4

VICTIMS OF COVERT MANIPULATION



Just as predators have several traits, they often all have, so do their targets. The people that predators choose to target are typically chosen methodically, seeking out those who are least likely to rebel or try to fight back from any sort of manipulation. They can identify potential targets at a glance, needing little more than seconds to pass judgment on whether that person should be pursued with shocking accuracy. They can tell based on body language, clothing, situations, interactions, and more, who will be able to serve them best, and they frequently act upon it.

Traits of Victims

Here are some of the most common traits people who find themselves victims of manipulators often have.

Lacking Confidence

Due to lacking confidence, an individual can be quite easy to steamroll. Looking for body language that marks someone as lacking confidence is a surefire way for predators to identify an easy target. Those who lack confidence are not likely to put up any sort of fight, either if you attack physically or emotionally. In lacking confidence, the predator

can be sure that the individual also requires the ability to defend boundaries or him or herself. When someone comes across as self-confident, he or she exudes an air of someone not as willing to put up with any sort of manipulation without a fight. Those with confidence will fight back when they feel wronged, violated, or hurt, and would have no qualms walking away from a relationship because they trust their judgment.

By seeking someone lacking confidence, a predator goes after the easiest possible target to get whatever is desired, whether it is physical affection, arm candy, money, a home, a sale, a vote, or even just the feeling of having dominated someone else. The predator canst his or her ego by completely taking over another person's life and making decisions for the person. They may want someone around that will always defer to them, allowing them a position of power, even if it is undeserved or unwarranted. They may want someone to make them feel better about themselves, and someone with low self-confidence is likely to do that.

Sometimes, however, predators will go out of their way to identify someone with higher levels of confidence, as they see it as a game. They make it a challenge to so thoroughly break someone with high confidence that the target allows them to dominate the situation. This predator is doing nothing more than toying with the target and seeks nothing but self-gratification from doing so.

Have Something Desirable

Sometimes, personality has nothing to do with being a target. Sometimes, predators go after someone because they have something the predator wants. Whether it is money, status, a relationship, or anything else, the predator may choose to go after that person in hopes of getting it by association. If the person is someone powerful or influential, the predator may weasel her way into a friendship with the sole intention of pulling from that person's influence in the future. By winning what the other person perceives as a friendship, the manipulator creates an arsenal of people with a wide range of skills, abilities, and prestige that can be used when the need arises. If she wants a new job, she may be able to get a friend to pull strings and get her one, for example.

If what she desires is money, she may worm her way into a friendship or relationship with someone that has a lot of money in an attempt to attract that kind of lifestyle. If her boyfriend is wealthy, he would likely have little issue spending money on her. Further, she may feel as though associating herself with people who have what she wants will help her learn how to achieve what the other people have. Through learning what people are doing and how they are doing it, she may be able to emulate those behaviors in hopes of getting what she wants.

Caregiver-type

Some people are more prone to being caregivers than others. People who are compassionate can become easily manipulated because they seek to believe the best in

others and seek to ensure that others' needs are met as thoroughly as possible. The caregiver-type person is likely to see the manipulator and all of his or her flaws but proceed with a relationship anyway, believing that all that is needed to remedy the situation is love and patience. Unfortunately, that resilience to make sure that the manipulator is cared for and nurtured back to mental health also makes the caregiver an easy victim as well.

Because the caregiver is willing to take all of that negative behavior as signs that the manipulator needs more help, he or she will often completely overlook the warning signs and endure the manipulation, feeling as though it will stop eventually. Unfortunately, no amount of love or patience is going to change who someone is, and they are likely to be disappointed as the manipulative behaviors continue to grow, eventually beginning to drain on even the caregiver, whose personality type is prone to patience and resilience.

This is yet another common target for the manipulator because he or she can get away with far worse behavior far quicker than imagined. Because the manipulator knows that very little done will successfully push the caregiver away due to the caregiver's own inherent desire to fix the manipulator, the parasitic manipulator can continue to draw upon the caregiver's goodwill to get anything desired with few repercussions.

Empathetic

Considering that most of the manipulators you will encounter either lack empathy or know how to turn off their empathy to steel themselves from other people's emotional states, it should come as no surprise that they are naturally drawn toward the empathetic.

Empathy is the ability to sense and understand how someone else is feeling. It is as if you have taken yourself and placed yourself in the other person's shoes, understanding exactly how they feel because you know how you would feel in their situation. This sense of putting yourself in someone else's shoes enables humans to ensure that those within their family or tribal unit are taken care of. It extends to other people as well, and those who are particularly empathetic find themselves identifying with other people. They may see the manipulator and decide that they see a person who is clearly in dire need of love and attention. They see the manipulator's flaws and want to try to fix them because they understand how lonely or down, they would feel if they lacked confidence, lacked friends and family, or lacked whatever else it is that they believe the manipulator may be lacking.

The empathetic individual, like the caregiver, will take more than his or her fair share of abuse, justifying it as the manipulator being in a bad situation and that any rational person who had suffered the same way would behave similarly. The empathetic target is also far more susceptible to mind games relating to emotions and guilt trips, and the

empathetic nature of the individual is eventually used as a weapon against him- or herself.

Dysfunctional Upbringing

People who have grown up in dysfunction have the disadvantage of never learning what normal, functioning, healthy relationships entail. They typically associate their upbringing with what is normal and seek to replicate those sorts of relationships in adulthood. If a child grew up around parents who fought and argued all the time, with the mother always giving up what she wanted while the father took endlessly, the newfound adult is going to attempt to replicate that dynamic in any adult relationship.

Likewise, someone who grew up in dysfunction is not likely to understand how to set normal or healthy boundaries or how to enforce those boundaries. They will be easily steamrolled, especially if boundaries being disrespected were a common theme growing up. This leaves the individual quite vulnerable, as he has no sense of normalcy and no sense of how to protect himself within a relationship. He does not understand that relationships are supposed to be symbiotic, and because of that, he is far more likely to deal with misbehaviors and abuse from a manipulator.

Knowing this, manipulators look for those who grew up in dysfunction. They are seen as easy targets. Their lack of boundaries makes them easier to manipulate, and their lack of confidence or sense of what a healthy relationship looks like means that the target is not likely to see red flags when the manipulative behaviors begin cropping up. With red flags unseen, the manipulation is not seen as a warning sign that the relationship is unhealthy or should be ended. Particularly if abuse and manipulation were prevalent in childhood, the target may have a high tolerance for such behaviors, meaning the predator can escalate quickly and more effectively.

How To Know If You Are A Victim Of Covert Manipulation

No one likes being manipulated. When manipulation occurs, you lose your power and your will. You must do what the other person wants. You often have no idea what the other person is planning, and you have no say in the situation. This makes life very difficult, and it can cause you to do things that you don’t want to do.

Now that you know the secrets to covert manipulation, you also know what to watch out for. You can reverse the techniques in this book to see when others are manipulating you. You can also flip these tactics on people and give them the manipulation that they are trying to run on you. There are various ways that you can protect yourself against manipulators.

Identifying Your Victimhood

Everyone has a gut instinct that rears up when they are used or misguided. Your gut instinct is very sound. You will know when you are a victim. The problem is, a lot of people ignore their instincts. You might ignore yours. You might think something like, "I'm just paranoid" or "What could go wrong if I hang out with this person?" You might think that the harm will be worth the benefits that you could get from knowing this person who gives you bad vibes. Maybe everyone else likes this guy. Do you think that you are just weird, and you should like him too?, Or maybe he is able to charm you and convince you that he is not so bad, and over time you start to get over your initial bad vibes.

But vibes are not something that you should ever ignore. The minute your gut warns you about someone, listen. Your first impression of someone is never wrong. If you get a terrible first impression, don't give the person a second chance. You know more about someone by just glancing at them than you would think. The human brain is amazingly powerful; you only are conscious of roughly ten percent of your mind, so a lot is going on under the surface that you are not consciously aware of. Your brain is capable of reading people and determining the future far more than you realize.

So, when you get that gut feeling, understand that your brain is working very hard and noticing things that you are not consciously aware of. The person that you get bad vibes may not be matching his body language to his words, or he may be acting oddly in ways that you can't detect easily. Listen to your gut!

If you are just not in touch with your gut at all, or if you have doubts about someone, you might want to consider looking at some other signs. You can identify a manipulator based on his actions and language choices. You can also tell by how you feel around this person. Various clues point out who someone is and what his intentions are.

What Makes You Vulnerable

You may wonder why manipulators are attracted to you, especially if you have had multiple encounters with manipulative types. You may also wonder what you should change about yourself to avoid running into a manipulator in the future.

One thing that makes you vulnerable is being accepted to manipulative treatment and emotional abuse. If you were emotionally abused or repressed as a child, this type of treatment might seem normal to you. You don't know anything else. You don't know how a healthy relationship is supposed to feel. So, you accept the terrible treatment that others would not think of accepting. As a result, you are projecting a sense of vulnerability that draws manipulators from far away. The minute you begin to tolerate their treatment and keep them in your life, they gain power over you and choose to continue using you until they get what they want. Work on increasing your self-esteem and avoiding familiar patterns. If you get that eerie sense of déjà vu when you meet

someone, you might want to avoid that person because he is probably reminding you of previous abusive patterns that you have been in.

Another thing that may make you vulnerable is neediness or weakness. If you are in a vulnerable time in life, you might be more open to manipulators. Manipulators can see that you are in need, and they see it as an opportunity to offer you what you need in exchange for what they want. They will use any opportunity to gain control over you, and when you are in a bad period of life, you hand them opportunities. You need to guard your heart and mind, especially well when you are at a disadvantage. Be wary of extremely kind strangers or lifesavers. Not all heroes are good guys. Your heroes may help you, but they may have hidden intentions. Most people won't do something for free, so watch out.

You may also be a target for manipulation if you have low self-esteem. Events in your life or your childhood may have stripped away your self-esteem and confidence. You may be emotionally vulnerable. So, you want people who build up your ego. Manipulators can spot this, and they will move in on you, working hard to please you and make you smile. They see a way into your mind through your bruised ego. Try to build your self-esteem by yourself and work on loving yourself.

Chapter 5

THE EFFECTS OF COVERT MANIPULATION

Covert Manipulation occurs when someone can influence another's emotions and mental state through their actions, thereby benefiting from it. There are eight main effects of manipulation. They are as follows:

It Affects Your Health

Manipulation has an adverse effect on our healthy state of mind. There are a lot of people that are manipulated through various forms of domestic abuse; this can lead to traumatic stress disorder. When our emotional state is in disorder, it causes an increased level of anxiety and stress, which is not a good health condition. People get angry, sick, and heartbroken when they discover they were being manipulated. This shock of betrayal reduces the intellectual capacity of the mind, forcing them not to think properly and making them do things that are detrimental to their health.

Many people go as far as abusing alcohol by consuming a large intake, hoping to feel better when they get sober, but it only makes things worse by increasing the sugar level

in the body, which can lead to diabetes, heart diseases, or even rheumatism.

If Affects Your Relationships

Manipulation can affect our relationship in various ways. In terms of marriage, manipulation can easily cause a lot of problems, such as dishonesty to your spouse. There are cases where a man tells his wife that he is traveling on a business trip, and the wife actually believes this, only for the man to end up at his mistress' place. This is the man manipulating his wife because she trusts him. The man has learned to use that trust for his own personal benefit. This is wrong because should the wife find out, she might file for a divorce which will lead to an absolute dissolution of their marriage.

We see wives who are breadwinners of their homes take advantage of their husband's incapability of providing for the home by disrespecting the man and doing whatever they want because they believe they are in control. The man might wake up one day and decide to quit out of frustration of not being the head of his home. This is also a form of manipulation in many marriages today. So many relationships have broken up today because one of the couples was a manipulator. In most cases, both couples manipulate each other; this causes isolation and malice in the home.

In the case of friendship, we see various cases of "friends with benefits" scenarios. When you are rich, people will want to be your friend in order to take advantage of your wealth for their self-benefit. There are also cases where someone wants to be your friend in order to control you to do his/her bidding at any given time. These forms of manipulation have ended so many friendships and have turned best friends into fierce enemies.

As mentioned, it also affects the relationship between parents and their children. We see parents manipulating their children to become what they want them to be, and we also see children taking advantage of their parent's emotions to satisfy their needs and desires. They do whatever it takes to get what they want from their parents, even if it resorts to dishonesty.

It Destroys Self-Esteem

Self-esteem is one of the most important things an individual must possess. It is very important in our everyday lives because it helps us overcome problems that are way bigger than us. Imagine someone without self-esteem. Lack of self-esteem is like losing your motivation, goal, ambition, and determination in life. The easiest way for one to lose his self-esteem is by associating with negative-minded people. These people manipulate your mindset with negative thoughts and negative utterances. They use your situation to manipulate your mind in order for you to become hopeless like them. The moment you give in, you lose your self-esteem, and this will go as far as affecting your entire life.

It Affects Your Reality

We all know that our perceptions and beliefs are what shape our reality. Whenever our perceptions and beliefs are manipulated, it has an adverse reaction to our reality. Ok, for instance, there was this relationship, a good and healthy one, everything seems to be going just fine. The man and his wife are happy. One day the wife had this bitter quarrel with her friend, things didn't end well, and they broke up the friendship and went their separate ways.

It's all good thought the woman, as long as it didn't affect her marriage. The wife's friend begins to react. She's not happy that her friend is in a good relationship and she hasn't got any, so she decides to do something. She digs up her friend's past to use against her. She sends pictures of her friend as a stripper to her husband. The husband sees these pictures, and everything changes. The stripper pictures affected his reality because he never had an idea that his wife was once a stripper; what was once a good, happy, and successful relationship has now become a broken home because the friend decided to change their reality through manipulation. Manipulation can make you change your ways, it can make you make decisions you don't want to take, and even make you change to something you don't want to be.

It Makes You Have Suicidal Thoughts

Manipulation can lead to a high degree of frustration. It might even amount to suicidal tendencies. You feel that life is not worth living anymore because you believe that you're done for. You believe that you are beyond redemption. This is not you thinking; this is what happens when manipulation has poisoned your entire mind.

It Affects Your Business

There is always manipulation involved in the business. For instance, in our places of work, everyone believes in the ability to work hard and be good at what they do. Why is it like this? It’s because the only way you can get a salary raise is by working diligently, but the fact remains that working diligently isn't good enough to get a better paycheck. Our superiors in the office fill us with the idea that the harder we work, the closer we are to getting a promotion. These are just manipulative tricks to keep us on their payrolls. Even when you give in your best at times, it's not good enough because you need recognition from those same superiors to get a promotion. It all comes down to manipulation again.

The case is still the same when it comes to an auction sale. It's all about a competitive business. The people that always come out on top are the highest bidders. The seller that is auctioning manipulates the mind of the buyers in a competitive way to eventually get the one with the highest cash.

They are investment businesses on the internet that are out to manipulate people scamming them. So many affiliate and high yield investment programs that show you too good to be through percentages. They manipulate you by making you believe you can become a millionaire overnight if you invest a certain amount with them. Even if you want to refuse, their offers are always tempting and hard to resist.

Marketing has become the most manipulative business in the world today. People are going to various lengths, using different strategies in order to convince their potential customers. They don't even mind enticing you with a large discount as long as they get what they want. It is impossible to be involved in a business where you won't be manipulated.

It Leads You To Commit Hideous Atrocities

Everything bad happening in the world today is all because of manipulation. The reason why a thief decides to break into someone's house to steal is because of manipulation. Nobody just wakes up and becomes bad; it all starts from the influence of someone or something. This has to do with both physical and spiritual facts. Physical facts being that bad company corrupts good manners. Keeping bad company can lead you to commit crimes that you never intended to commit, but because of the influence and manipulation from your group, you have no other choice than to ride along. Everyone wants to get rich quickly, and some will do anything to achieve that goal.

Committing atrocities to get what they want, even if it means leaving people dead in their wake, is what manipulation can lead to. Spiritual facts being that we all have beliefs, and we hold on to them. People serve different types of gods in order to gain protection and blessing and even a sense of purpose.

Most times, people are blinded and manipulated by their beliefs. They do whatever it takes to uphold their sacred religion. They follow every rule and every sacred commandment that binds them to their gods. They even go as far as committing so many atrocities in order to please their god. So, you can see manipulation goes as far as religion.

It Forces You to Make Bad Choices

Ever discovered the reason why things don't really work out the way we plan. It's not because we are not good enough or because we are not destined for greatness; it’s because somewhere along the line, we made a wrong choice that resulted in a bad outcome. The mind is a battlefield when it comes to making choices. So many things influence our choices, most times our friends, parents, our spouses, even our pastors. These people have a manipulative influence over our decisions, and on most occasions, it doesn't turn out the way we want.

That is why we learn to make the right decisions if we must excel in life, and we can only do that by not allowing the wrong thing or the wrong person to manipulate our decisions. Most of the time we are manipulated by people's lifestyle, you see a friend that is wealthy, and all of a sudden you have sleepless nights because you want to be rich and then you start scheming up ideas, and all of a sudden, you venture into something that doesn't turn out the way you want it to.

Maybe you have a friend that can sing, and he sings so well that he became a superstar in the entertainment industry, and you start thinking "oh maybe I should go into music, maybe I will become a bigger star than Drake," and you know full well that you're not a singer, but you still go ahead and venture into music. You allowed someone's destiny to manipulate you into making a wrong career choice.

Then there are the parents that manipulate their children into making choices they want. Your child is scientifically inclined, but you want him to become a lawyer. This child gets to a stage in life that even though he has money, he is frustrated because he's not living his desired dreams all because his parents manipulated him into making the wrong choice.

Manipulation techniques can be very obvious and very clever at the same time. We need always to be conscious of ourselves and know when someone is attempting to manipulate our minds, our choices, or even our entire lives.

Chapter 6

WHAT IS DECEPTION?

Deception is an act of hiding the truth. It is when an individual uses dishonest and illegal means to get something or cause people to believe something to be true when it is not.

Why Do People Lie?

We indicated that everyone lies, in fact, most of us lie each day through small lies that we perceive are not harmful. The question remains, why do people find it necessary to lie? No person likes to find that they have been deceived. When a public figure is caught in a lie, it becomes a scandal that attracts attention to their personal lives and, in some cases, destroys careers.

Understanding Deception

Deception involves you acting in such a manner that leads another person to believe something that you don't believe yourself to be true. Most people claim they are not

misleading others even when they intentionally withhold information from them. They do this because it makes it easier to deceive them. To know if you are actually deceiving a person, you can ask yourself a simple question as a test. “If you are not hiding anything, why not tell the whole truth?”

By asking yourself such a question, you are able to examine yourself and notice if you are withholding information in order to hurt another and deceive another person. Deception is very broad and includes various kinds of behaviors.

When you think about your deceptive behavior, you become very narrow-minded and justify it. This makes it easier for you to get away with it and feel less guilty and accountable for your behavior. When a person takes a narrow view of deception, it helps them maintain a positive self-image that makes it easier for them to get away with deception. To best accomplish deceiving another person, one needs to withhold some information.

Unfortunately, when you discover someone you love and trust has been misleading you deliberately, deception becomes broad in definition.

Most people are hypocrites when it comes to deception. When it is you leaving out information or giving misleading information, it is not wrong. However, when it is you at the receiving end of the deception, you feel deceived.

Regardless of how a person perceives it, deception is manipulative and the person deceiving the other withholds the truth for their own selfish gains. When a person intentionally hides the truth, misleads another, and promotes a belief intentionally for gain, that is deception. Deception is a transgression as it relates to relationships that lead to a person feeling betrayed and breaking trust. It violates the rules of a relationship and negatively abuses relationship expectations.

Naturally, every person expects their friends, partners, and in some cases, strangers to be truthful at all times. However, people find themselves using deceptive tactics without realizing the damage they cause. It is important to be on the lookout to avoid deception as much as possible if one hopes to build a lasting relationship with a loved one or a friend.

Deception in Psychology

According to psychology, deception is the act of making a person believe something that is untrue. The act may be cruel or kind or even small or big, but the goal is the same. Studies indicate that an average person lies various times in a single day, mostly through little white lies. The excuse given for most of these lies is that the person wanted to avoid an uncomfortable situation but did not intend to cause harm.

Deception is not always about telling others lies. There are also lies that people tell themselves. People give various reasons why they deceive themselves; to boost their ego and self-esteem. They start as small lies that grow to become serious delusions that

they are unable to control, and they end up manipulating themselves. These kinds of delusions in most cases end up endangering the person's life.

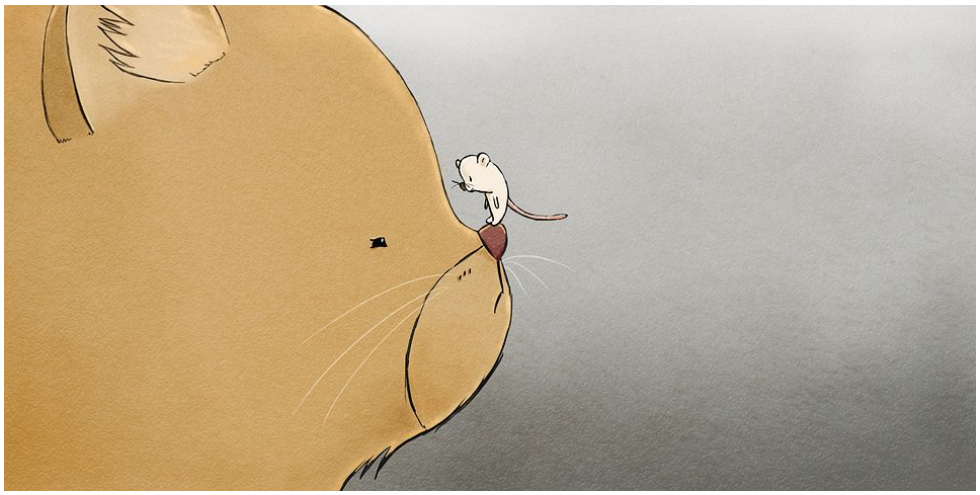
However, some experts argue that there is some form of self-deception that can be beneficial to a person. For instance, when a person convinces themselves that they can achieve a certain goal even when presented with evidence, on the contrary, this can be of help. This may motivate the person to actually achieve the goals.

Over the years, a lot of research has been done to help determine when a person is lying. The commonly known method of knowing if a person is lying is the polygraph test. Although it is controversial, it has been used widely, especially in dealing with criminal suspects to understand the truth. It is argued that the polygraph is not 100% accurate in detecting deception.

Researchers say that individuals with certain personality disorders such as Antisocial personality disorders cannot be accurately measured by a polygraph machine.

Chapter 7

TECHNIQUES USED IN DECEPTION



Main Components of Deception

While it may be difficult to determine which factors show when deception is occurring, there are some components that are typical of deception.

The three main components of deception include camouflage, disguise, and simulation.

1. Camouflage

Camouflage is the first classification of deception. This is the process by which the deceiver works to conceal the truth of their intentions in a way that the subject cannot decode. Just like the typical camouflage deployed by animals and plants to hide from predators or to approach prey without being detected, deceivers make use of methods that are hard to detect without extra observation. Mostly, camouflage is applied as half-truths during interactions. One part of the communication is true, but there is also a malicious element that the victim cannot see. The victim is not able to detect the deception until the agent decides to show it. In most cases, this will be after they have achieved their goals. Camouflage is a dangerous skill when deployed since it is one of the toughest forms of deception to detect.

2. Simulation

The second classification of deception is simulation. Simulation is the act of imitating or pretending to be something. In deception, simulation is defined as exposing the victim

to false information as a tool of misleading them. There are three types of simulation as listed below:

Fabrication

Fabrication means altering reality. The deceiver can use a real thing and change it to work in their favor. For example, they can add or reduce details to a story to make it better or worse to convince the subject. A real-life example is when a suspect in court over stealing might tell the judge that they stole food because they were almost starving, yet they intended to sell their loot for financial gain.

Mimicry

The second type of simulation is known as mimicry. Mimicry is defined as the art of imitating to ridicule or confuse a situation. In deception, mimicry happens when the deceiver pretends to be something or someone that they are not. A deceiver might steal an idea from someone instead of citing the owner; they use it as their own. An example of mimicry is when an author uses the name of a popular writer to fool readers to purchase their book.

Distraction

The final type of simulation is called distraction. Distraction is the act of cunningly forcing the victim to shift their attention from reality and focus on falsehood. To divert the subject, a deceiver can use a form of bait, which might appear to be more convincing or beneficial than the truth. An example of distraction is when someone loses another person's property and is unwilling to tell them. They come up with multiple excuses, which change every time they are confronted. The downside of distraction is that it does not offer a permanent solution, so the deceiver must constantly come up with new lies to maintain the deception process.

3. Disguise

The third classification of deception is disguise. Disguise is defined as the act of feigning a different appearance to conceal one's identity. When it is being deployed, the deceiver puts up the impression of being somebody or something different from what they are. Practically, disguise means the agent is keeping something from the victim, such as their intentions, what they do for a living, whether they are dating, etc. Disguise is more complicated than putting up a temporary pseudo appearance. It involves the deceiver changing their entire form of existence, so they come off as a different personality to trick their victims.

There may be different applications of disguise. One of them is concealing identity to become unrecognizable. The deceiver might do this to make others accept them if they suspect being original would lead to rejection. The second use of disguise might involve using convincing proposals to hide an unfavorable effect that might result from

exposing the genuine item. A good example of this disguise is used in politics or propaganda.

Disguise is a harmful style of deception because it has the potential to confuse the subject. When the subject cannot identify the deceiver, they lack the proper information to make the right decisions since their thinking is clouded. The victim might assume they have been making logical and independent decisions while, in reality, they are being controlled by the deceiver.

Tactics Used By Deceivers

The above three components of deception are general classifications that can give us different techniques applied in misleading subjects. The following are some of the common tactics used by deceivers in controlling the minds of their targets.

Lies

A lie refers to the act of the agent making up and feeding the victim with information that is not true. When presenting a lie, the deceiver makes it appear as a fact, thereby making the subject ,absorb it as the truth. Lies are the most common techniques used in deception since they divert the victim from verifiable facts and make them easy targets of manipulation.

If you take someone's money and promise to purchase something only to run away with it without the intention of giving it back, you have lied. In this case, you have utilized a lie to deceive the owner of the money since your end goal is different from their expectations.

Concealment

Concealment is the act of preventing something from being recognized. In deception, it is mostly deployed by the use of half-truths. The deceiver, while giving information, intentionally omits some important parts to keep some truth from the receiver.

A good example is when a journalist asks an army spokesperson about some terrorists who are said to have been apprehended. The spokesperson responds that some terrorists are in their custody, only that he does not reveal that they have been killed.

Creating illusions

Deceivers are experts at creating convincing illusions. Once they have acquired the attention of the subject, they demonstrate imaginary pictures that sway them into partnering with them. They come up with illusions that appear to be realistic and workable in every way. The first step of creating the illusions is to explain their "ideas"

to the target's mind. After that, they pull back a little to wait and see if the subject will develop an interest in the illusions.

The said illusions can range from business ideas to romantic relationships and everything else, which promises the victim some benefits. Taking the idea of an investment, the two might talk about running a business in a major town, including marketing strategies, potential earnings, and type of business. The deceiver will wittingly drive all this. Once the victim is convinced, they might decide to initiate the plans. Immediately the victim has honored their side of the deal, such as raising the needed capital; the deceiver vanishes.

Equivocations

Waffling is the application of ambiguous language to hide the truth. Ambiguous language can be indirect or contradictory. The objective of equivocations is to confuse the victim, so they are not aware of what is happening. If a deceiver is asked a question, he avoids giving definite answers and provides general responses. They can also be used by the deceiver to escape if they are found out. If they are suspected, they give a lot of explanations whose aim is to confuse the accuser.

Take an example where a girl asks her boyfriend, "Do you love me?" then the boyfriend responds with, "You have no reason to doubt me." This response avoids giving a direct answer while not dropping any hint as to whether the boy loves the girl or not. In short, it confuses her.

Understatements

An understatement is a situation that has been minimized or downplayed but can cause more effects than what has been portrayed. The deceiver delivers a statement to their victim while making it appear like a smaller deal than what it is. However, the statement can influence the victim more than they have been made to believe. Once the real magnitude of the statement has been shown, the deceiver pretends to be surprised, yet they were aware all along. They could convince the subject that they were unaware, making them look insensitive if they pursued the matter any further.

A cunning sexual predator might lie to another person that taking a single shot of some alcoholic drink would not affect them. To the surprise of the unsuspecting victim, they wake up some hours later, unaware of what happened when they had blacked out.

Exaggeration

Exaggeration is the opposite of an understatement. This is whereby a situation is overstretched or overstated to alter it. The deceiver might not be lying directly to the victim, but they turn a situation into a far much bigger deal than it is. Exaggerations can

be used to convince the victim in a situation where they would not have been given the genuine version of the situation.

An example of exaggeration is when a police officer fatally shoots a suspect while trying to arrest them. Upon being questioned, he responds that the suspect drew a gun and was about to shoot, prompting him to shoot first. However, the truth is that the suspect only tried to resist arrest, and his gun was never pulled out at all.

Seduction

To seduce someone means to entice them into believing or doing something. Deceivers use this method to lure people into their traps. They might use concealed approaches such as praising, charming, encouraging, flattering, giving financial support, and so on. Seduction is also meant to make the target lower their defense mechanisms. This technique works to lure a person to do something using a form of irresistible attraction. The deceiver knows that by creating a scenario that will arouse the target, they can get them to do whatever they want.

Seduction is common on social media where a person can write an attractive bio about themselves and top it up with carefully processed photos or videos to catch the attention of others. The problem is that both the bio and the multimedia provided by such people might be false and only intended to lure followers or lovers.

Chapter 8

DETECTING DECEPTION

It is difficult to detect deception. Many researchers have tried to identify anyone cue that may signify deception but have failed. However, one can detect deception from the use of a variety of cues that have varying degrees of deception. The probability of catching a liar can be increased by identifying a cluster of nonverbal and verbal dues. These cues are usually identified against a given baseline established when a person had no need to lie.

Deviations from the baseline usually indicate the possibility of deception although it is not always correct. The most effective way to detect deception is by comparing what people say against some facts though this may not always be the available approach. A lot of people, however, rely on both verbal and nonverbal cues to detect deception.

Some of the verbal and nonverbal cues that may indicate deception include:

- Most liars have the tendency to answer questions did not ask Most liars avoid directly answering a question instead they use another question as an answer
- Liars avoid correcting themselves to avoid being perceived as
- being unsure about what they are communicating

- Most liars feign memory loss by saying they don't remember or recall certain things
- Liars avoid reporting what they did and instead prefer reporting what they did not do
- Liars always find it necessary to justify their actions and answers even when there is no need for justification
- Liars avoid being emotional when they are accounting on events When reporting, liars like using exact dates and times to prove they did not commit the said offense
- Most liars ask for a question to be repeated because they claim they are not clear
- Most liars' express emotions but they are not genuine
- Most liars use few words to narrate about activities or events Liars focus and describe the weaknesses and flaws of others to deviate attention
- When describing anything, liars use passive language.
- The reverse of a liar is a truthful person. They tend to:
- Refer to past lessons and experiences in the past
- When narrating something, they make reference to mistakes in their past
- When a person is truthful, they welcome dialogue when describing events
- When reporting about different activities or events, they don't use dates or timelines
- When reporting about activities and events, a truthful person will not sound rehearsed
- When a person is truthful, they will report about unexpected or unusual events that happened
- When describing or reporting an event, a truthful person may use sensory information like how the place smelled and so forth.

It is important to be cautious when using the above or other verbal and nonverbal cues to detect deception. This is because; there is no one verbal or nonverbal cue that can be said to detect a lie. It is also important to note that liars may say things that make something look truthful. At the same time, a person that is truthful may also come out as a liar. This goes to say that although it is possible to detect deception, it is not an easy task.

Deceptive Tactics

A play that deliberately aims at deceiving an opponent of the other person's capabilities or intentions is what is called deceptive tactics. A person using deceptive tactics wants the opponent to make decisions that are beneficial to the person's goals. As a person does this, they can also fail to make a decision which in itself is also a decision. When deception is successful it decreases the options of your opponent while increasing yours. Some people are very calculating in life. They deceive intentionally and usually

think through their deception tactics to ensure they succeed. Deception is a form of manipulation. A person intentionally deceives their opponent in order to get what they want.

So how does a person succeed in deceiving the other? There are various steps to follow in order for a person to succeed in deception. These steps as used by master deceivers are:

1. Define your goal – before you do anything or use any tactic, know your purpose. What do you want to achieve and what is the best tactic to guarantee your results? You want to destabilize your opponent and gain leverage over them. Maybe you want to tempt your opponent by pretending to give them a one-chance opportunity or want them to think they are the best at what they do. By doing this, your opponent lets them lose their guard because it is easy to get what you want.
2. Define your deception – a master deceiver plans ahead and is able to alter their tactics on the spot to avoid being detected. They ensure that their deception is simple and convincing. They come ready with what they want their opponent to believe. However, being simple in some cases may not engage the mind of your opponent. Ensure you get a balance between what you seek for your opponent to know and believe.
3. Assess your opponent – if a person wants to succeed in deception, they make sure the deception is believable. They sit back and delicately plan how they will receive their opponent. They look at various questions their opponent may have and come up with possible answers to make the lie seem authentic. When analyzing their opponent, a deceiver is careful to see the opponent as they are and not as they wish them to be. This is important if their scheme is to be successful.
4. Synchronize your information – you feel that your opponent will accept the deception. Now a deceiver will proceed and sell the deception. Deceivers always make sure they have various alternatives to play their deception, but it is always synchronized to avoid detection. A person using deception to manipulate is often very careful that the lies fall in place smoothly.
5. Keep your mind and eyes open – a deceiver will be alerted to notice how their opponent reacts to their deception. They are keen so that they can change the narrative if needed to and maintain the deception. The aim here is to stay on top of the game and ensure the opponent detects nothing that would make them not do as the deceiver wants.

Deception tactics in Business

In business, negotiations are common. Deceptions are used in various ways that the spectrum of deception is broad. In business, deception is used, not to harm another person but as a way to gain leverage against your opponents or investors or customers.

There are various types of ways deception is used in the business place. Some of these lies used in business are:

1. Lies regarding the bottom figures and alternatives
At the negotiating table, a counterpart may come with a statement indicating how low or high she may go if taken in. This kind of statement should be carefully considered but not taken at face value. Do not allow yourself to be deceived instead of researching the claims presented and explore other alternatives before committing.

2. Very good offers may often not be true
Some proposals may include offers that seem too good to pass out.

Avoid such offers especially if they are coming from a counterpart. Most of the offers that come like this are usually offering a raw deal. Scrutinize every offer you get and read through the terms clearly. You may know a bad deal if you notice hypothetical questions in the narrative. When an offer is framed in an abstract form, it is often hiding something. Always insist on seeing the fine print if in doubt.

3. Escalating commitment
Sometimes a person may be convinced to make a significant business commitment. The other party may be aware that you have been looking for something similar and you can't pass on the opportunity. They use your need to push you to make a hurried decision with the threats that other people are looking for the same. Without thinking, and with the fear of possibly losing, you make a significant investment only to realize it was a bad investment. Do not be ashamed to walk away.

Staying in the deal that you were deceived to take in the first place will be more financially draining than walking away.

4. Lack of reciprocity
The norm of reciprocity indicates that during a negotiation, concession should happen on both sides and must be done in equal measure. If a counterpart fails to match your concession and just talks instead of showing commitment, avoid further negotiations with him. Confront him and if he doesn't cooperate, walk away from the deal.

5. Last-minute nibbling
Sometimes a counterpart may decide to make a request just as you are about to sign on the deal. This request may sound modest enough, making you agree to it. A counterpart may be using the opportunity of knowing you need to finish the deal to get more advantage over you. Be cautious about this and insist that you expect the counterpart to give similar concessions too.

Deception in Relationships

One of the cornerstones of a relationship is trust. Trust is very fragile. When partners in a relationship have secrets or use lies, they jeopardize their relationship. We all lie. We use small white lies like saying you are fine when you are not or complimenting a gift you didn't like. We often lie to people that we are not in a romantic relationship with as well. If someone was expecting a check from us, we can comfortably lie the check is in the mail when it has not been drawn.

Honesty in a relationship is important. It is more than not lying. Deception in any situation includes making ambiguous and vague statements, withholding information by telling half-truths, manipulating information by emphasizing some points or exaggerating. Withholding feelings in a relationship is also a form of deception because it affects the relationship.

Most people consider themselves honest. The truth is few of us reveal the thoughts we have and feelings especially if they are negative. Revealing your negative feelings and thoughts about people close to you requires courage.

When we keep lying, it may cost us a lot. Most liars are constantly worried about the risk of being honest or being discovered. As a result, they lie more and more. When a person uses lies to manipulate their partner to do what they want is dark psychology. Deception in a relationship may cause harm. Some of the way's deception is harmful include:

- Deception blocks real intimacy with your partner. For a couple to be intimate, they must have trust and authenticity between them. Deception causes partners not to be
- Deception leads to cover-ups and more lies and omissions. These become hard to keep track of. Should the truth come out, it may hurt the relationship more than the original secret would have.
- When the truth is hidden for too long, it becomes harder to reveal it and when revealed, it damages the trust completely.
- The holder of the secret is always consumed with guilt and feels uncomfortable during intimate moments with the person they have deceived. Certain topics tend to be avoided and closeness is avoided too. Honesty is a moral norm but based on the context or culture, it may differ. Hiding the truth violates religious and cultural norms and as a result, the deceiver feels anxious and guilty despite trying to hide the truth. This kind of physiological reaction is what is used in electronic lie detector tools.
- The guilt one feels affects their self-concept. Deception over a long period of time can affect a person's self-esteem. The guilt a person feels that could have been handled with honesty becomes shameful and undermines one's dignity and sense of self-worth. Deception causes mental distress to the holder of the lie. This may, in turn, lead to health complications because of the stress.

Chapter 9

PROTECTING YOURSELF FROM COVERT MANIPULATION

Dealing with Manipulators

You can come across manipulators in all aspects of your life, both professional and personal. Whether you want to believe it or not, even those you love the most and hold dear can be manipulators. You might have to deal with manipulative partners, manipulative parents, or even manipulative coworkers. Regardless of the manipulator you are dealing with; you can use the tips given in this segment to deal with manipulation and manipulative people. It isn't always easy, but you must learn to do so. After all, you are the only one who is responsible for your overall well-being.

Basic Fundamental Rights

A fundamental right is inalienable, and no one can take it away from you. This is one thing you must keep in mind whenever you come across any person who is a psychological manipulator. You must not only recognize your rights but must also prevent the violation of these rights. As long as you don't harm others, you must stand up for yourself and protect your rights at all costs. If you knowingly harm someone, you

may lose some of these fundamental rights. Here are a couple of basic human rights you must be aware of.

- ● You have the right to be treated with dignity and respect.
- ● You are free to express your opinions, feelings, desires, and wants.
- ● You are free to set your priorities, and no one can force you to do something.
- ● You don't have to feel guilty when you say "no."
- ● You have the right to set specific boundaries for yourself.
- ● You have the right to have different opinions, and you don't have to agree with everyone.
- ● You not only have a right, but an obligation to safeguard yourself mentally, emotionally, and physically.

All these fundamental rights define your boundaries. You must not only enforce your limitations on others but must also respect them yourself. Of course, you'll come across people who don't respect your rights. Especially those who resort to psychological manipulation, strive to deprive others of their rights so that they can exert control over you. However, keep in mind, you have the power to decide what you want to do, and you are the only one in charge of your life.

Maintain Some Distance

A manipulator often puts up a façade for the world to see and doesn't let his true intentions rise to the surface. A simple way to detect or spot a manipulator is to see the way he acts in front of different people and various situations. Most of us tend to exhibit social differentiation to a certain degree; emotional predators and psychological manipulators tend to dwell on the extreme ends of the spectrum. An emotional manipulator can be extremely polite one instant and unnervingly hostile the following. If you notice this kind of behavior from anyone in your circle, maintain your distance. If you cannot get away from such a person or avoid social interactions, then limit your interactions. Spend as little time dealing with such a person as possible. Even being around them will hurt you in ways you cannot begin to comprehend. You don't have to worry about being responsible for their feelings. If the manipulator tries to make you feel guilty for maintaining your distance, it is a part of his manipulative nature, and you're not obligated to fix them. So, stay away.

No Personalization

A manipulator is continuously going to look for your weaknesses, and once he understands them, he will exploit them. Therefore, he might try to make you feel inadequate, doubt your sanity, and question your judgment. If you experience any of these feelings, then it means the manipulator has a stronghold over you. Don't ever blame yourself in such situations because it only increases the power the manipulator

has. In such instances, remind yourself, you are not the problem, and there is nothing wrong with you. Take a moment to think about the relationship you share with the manipulator and answer the following questions.

- ● Does this person seem to have unreasonable demands and expectations from me?
- ● Does he treat me with the respect I deserve?
- ● Is this relationship well-balanced, or does it only favor him?
- ● Does this relationship make me feel good about myself?

If your answer is in the affirmative, then there is nothing wrong with the relationship. However, if it isn't, then you are in a relationship with a manipulator. Your answers to these questions will give insight into the kind of person you're dealing with. So, stop blaming yourself, and instead look at the other person.

Probing Questions

A psychological manipulator will inevitably start making requests. These requests are subtly veiled demands. Often the claims made will be such that you are required to go out of your way to meet his needs. If the claim you're presented with seems to be unreasonable, it's time to shift the attention back onto the manipulator by asking a couple of questions. By doing this, you can judge for yourself whether the person has sufficient self-awareness to realize the unreasonableness of his demands. Here are a couple of probing questions you can ask.

- ● Is this a request or a demand?
- ● What will I get if I fulfill this?
- ● Does this sound fair to you?
- ● Does this seem reasonable?
- ● Do you expect me to (restate the demand) do this?

By asking such probing questions, you are placing a mirror in front of the manipulator to check his true nature and intentions. If the manipulator has even a little self-awareness, he will quickly withdraw his demand or even apologize for it. However, it is quite unlikely that an emotional predator will have any awareness about the unreasonableness of his request and might expect you to comply regardless. If the manipulator tries to turn the tables on you and say you are overreacting or are being unreasonable, steer clear of him. Either way, you have your answer.

Time Is Your Ally

Not only will the manipulator make unreasonable demands but will also expect an immediate answer. By doing this, he is trying to maximize the stress placed on you to exert a higher degree of control over you and on the situation. In such instances, don't

play right into the manipulator's trap and buy yourself some time. A suitable response is, "I will get back to you soon," or "I will need to think about it." If you don't respond to this demand immediately, you are preventing him from controlling you. Once you have sufficient time, and can carefully analyze the situation along with its pros and cons. If you feel like it is an unreasonable demand, then you have the right to say "no."

Saying "NO"

A lot of people often struggle with saying "no." You must not only be firm while declining a request but must also do it diplomatically. After all, you do want to prevent the manipulator from creating an unnecessary scene, don't you? You have the right to say "no," and don't let anyone take this away from you. If you allow someone else to control your actions like a puppeteer, you are giving away your power to choose. You can say "no" whenever you want to, and you don't have to feel guilty about it. Don't let the manipulator shame you or make you feel guilty for not complying with his demands.

Confrontation

An emotional predator, like a manipulator or a narcissist, is essentially a bully. While dealing with a bully, keep in mind that they are often targeting those whom they perceive to be weak or soft targets. As long as you don't take any action, stay compliant, and passive, the bully will always have some control over you. A lot of bullies put up a facade of courage and are often cowardly on the inside. So, once a target starts disobeying them or not complying with their request, bullies tend to back down. This stands right not just for a bully in school, but also in a personal or professional environment. If you ever decide to confront a bully, ensure that you are in a safe and secure environment. Make sure the bully cannot harm you and if required, opt for public confrontations. Having a couple of witnesses around you will be quite helpful. If you need help, ask for it and don't try to do everything by yourself.

The Importance of Consequences

You must not only establish certain boundaries but must also set consequences for the violation of those boundaries. Whenever you feel like someone is violating your limitations, you must deploy a result. This is an important skill, especially while dealing with tricky and unscrupulous individuals.

At times, regardless of all that you do, being around a manipulator can cause irreparable damage to your overall well-being. In such instances, you might have to sever all ties and run in the opposite direction. If that's what you need to do for your well-being, then don't hesitate. You owe it to yourself, and you deserve better than being manipulated. So, don't sell yourself short and don't subject yourself to manipulative abuse.

CONCLUSION

Thank you for making it through to the end. I hope it was informative and able to provide you with all of the tools you need to achieve your goals whatever they may be.

Covert Manipulation is not an easy thing to deal with. It can be immensely difficult to feel like you can trust the people around you, and healing from an emotional relationship is going to make trust even more difficult than ever. Manipulators are all around us, and sometimes, they might not be aware of what they're doing wrong. They don't realize how manipulative their personalities can be, and sometimes they do it on purpose. If you are in the company of manipulative individuals, don't be afraid to talk about it. The best way to keep manipulation to a minimum is to keep channels of communication open. Stand your ground and enforce boundaries to protect yourself and your emotions while maintaining respectful communication with the person doing the manipulation.

If you have been guilty of being manipulative, it's time to stop and ask yourself why this was happening. By accepting responsibility for your behavior, you're taking back control of your actions. At every step, we have an opportunity to choose to be better. If you're not proud of having been guilty of manipulation in the past, it's not too late to change. However, the desire for change needs to come from a genuine place if it is going to stick. Your desire to be better needs to be greater than your desire to have it your way all the time.

From here, it is time for you to begin implementing the work that you have discovered. It is time to start working on how you can become an emotionally intelligent individual so you can begin to better take control of yourself, your emotions, and better your relationships. It is time to start pushing forward to better yourself, and if you put your mind to it, you will succeed. Remember, you must start by strengthening your emotional intelligence with self-awareness. Remember just how crucial it is to be able to see your own emotional states so you can then begin to better process the ways in which you must behave. Remember that, at the end of the day, you can better yourself. Remember that, at the end of the day, you can learn to build these skills for yourself so you know that you can succeed in your life. Remember that you can better cope with everything that comes to your face at the end of the day. All you have to do is get moving to make it happen. You can do it. You have the power to do it. You can become a more emotionally intelligent individual. You can learn to defeat everything. You can do it if you push yourself.

Good luck on your journey! Hopefully, it will bring you to a point in which you do feel like you are in control. I wish for you to get to that point in which you feel like you are successfully able to manage yourself and begin to feel more confident in yourself, and hopefully, this book played a role in that!